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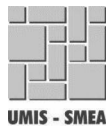
“**S**outh **E**ast **E**uropean **B**usiness **N**etwork – SEE Net” Project
Bulgaria, Croatia, Romania, Turkey, Germany, Greece,
Hungary and Slovenia

Responsible publisher KKVE/HASME, György BISZTRAY, president

Edited by Zoltánné BÁRDOS, Dorottya, KITE IT Ltd.

Pdf-production: Árpád BEDŐ, PilisMédia Bt.

The project is implemented with the financial support of European Union
Business Support Program; Contract No.2007/146-622





**Contracting Authority: European Commission
BUSINESS SUPPORT PROGRAMME FOR BULGARIA, CROATIA, ROMANIA AND TURKEY**

Reference: **Europe Aid/125728/C/ACT/Multi**
“South East European Business Network – SEE Net” 2007/146-622
Project

“BPS SEE NET 2007/146-622” e-BOOKLET

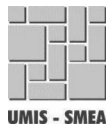
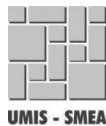




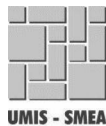
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A. SEE NET PROJECT RESUME





The overall objective of the Action is to support business representative organization in the four target countries to advocate the interest of their members and promote the thorough and timely implementation of the Community acquis.

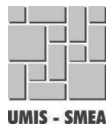
1. Expected results:

- Established mechanism for regular discussions and information exchange and improved access of SMEs to information resources and specialized expertise;
- Improved access to training and other qualification initiatives through regular information on latest opportunities, available on national and European level established mechanism for online (distance learning);
- Improved capability of target countries' BROs to develop targeted training activities and other services to their members;
- Improved awareness of target countries' BROs about their role in social and economic change and sufficient implementation of the Community acquis;
- Target countries' BROs equipped with new tools to represent the interests of their members and Improved ability of BROs to influence local, regional and national decision making;
- Initiated public discussions on the role of BROs and business in the society;

Outputs: The project will produce the following concrete outputs: 1 internet site developed and operational; 1 best practices database collected; 8 best practices booklets published - 500 Copies each (1500 in Croatia in order to be disseminated also to BiH and Serbia); 1 need analysis report produced; 4 study visits conducted; 4 trainings of trainers conducted; Around 50-70 future trainers trained; 4 trainings of BROs members conducted; Around 60-80 representatives of business companies in the target companies trained; 8 training materials sets developed; 8 round tables conducted (dissemination events) – 1 in each participating country; Publications in media; 1 press-conference held; Midterm and final evaluation report; 120 days of on-line consulting; 8000 copies project leaflet.

2. Replication and extension of action outcomes

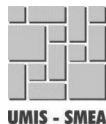
The action was designed with view to incorporate from the very beginning ways to ensure its sustainability and create models that can be replicated or extended: **Project internet site** – the design of the will allow for continuous improvement, up-date and supplementing with additional services or options depending on the situation or needs of users. In addition it will provide opportunities for cooperation between the site users, thus will facilitate subsequent joint projects. **The training of trainers** will be so constructed as to equip participants with the tools to transfer the acquired knowledge to other interested parties even after the end of the project. **Established partnership between partners** can lead to subsequent joint activities. The constructive relationship of cooperation and trust build among partners during the project will make it much easier for them to work together subsequently. This will also support the cooperation between their members. **Best practices database** can be continually supplemented and disseminated to interested business representative organizations. **Best practices booklet in Croatian** will be published in slightly greater numbers in order to use the proximity of the languages in neighboring countries (Bosnia and Herzegovina and Serbia) to disseminate best practices in the implementation of the acquis also to those countries; a description of the proposed activities and their effectiveness;





3. Target groups:

- Partner business representative organizations from the 4 target countries and their staff – total of 6 organizations – all of them have membership from among small and medium enterprises from different economic sectors and industries. The target BROs have clear European orientation and have implemented projects, including international ones but lack the expertise to support their members in implementing the acquis;
- Member organizations of participating BROs and small and medium enterprises in general;
- Other BROs in the target countries, which face similar difficulties despite the fact that their membership consists of sector based larger companies;
- BROs and their members from Germany, Greece, Slovenia and Hungary as well as other European Member states who will gain insight on process in the target countries and identify new opportunities for cooperation.





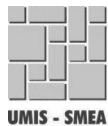
4. Final beneficiaries of the project are:

A much larger group of economic and social actors (experts, research institutions, authorities) will be attracted throughout the project. They will be consulted to provide feedback and input on good practices and ways to implement the acquis. The general public and public authorities will ultimately also benefit from improved quality of goods and services provided by the companies applying the acquis.

- Work Package 1: Project set-up and management:
- Work Package 2: Best practices gathering and dissemination / Information exchange:
 - *Collection of best practices* - - The action will attempt to draw on these strengths and will gather best practices from all partners and their countries
 - *Publication of booklet (book) of best practices in all languages* - : The collected case studies will be published in a book let in all languages of the participating countries
- Design, development and popularization of project website
- Work Package 3: Technical assistance and training:
 - *Needs analysis* – situation analysis of SMEs in project countries
 - *Study visits – exchange trips in EU 25 countries with focus on technical themes and implementation of the acquis*, but will also address issues related to the role of business in the sustainable development of the municipality, region, nation and the EU.
 - *Trainings* - The participants in the study visits will receive the opportunity to multiply the knowledge with training of their members in the target countries.
 - *Establishment of a pool of expert Throughout the project and via the launched internet site the project will aim to establish a pool of experts on issues relevant to the needs of the partners' members and the users of the internet site.*
 - *Consultation* - Throughout the project two consultants will be available in Sofia to provide regular and ad hoc consultation and assistance to business companies – members and non-members of partner organizations.
- Work package 4: Project popularization and multiplication:
 - *Project promotion – round tables* – presentation of project during partners' meetings
 - *Project end press-conference* – final presentation of project results and dissemination of collected information as well as once again promote the developed site.



B. Partners' presentations





B.1. NATIONAL ASSOCIATION OF SMALL AND MEDIUM SIZED BUSINESS (NASMB)



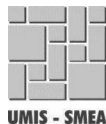
национално сдружение на малкия и среден бизнес

The National Association of Small and Medium-Size Business (NASMB) was established in Sofia on 17.06.2000 as an NGO under the Persons and Family Act and pre-registered on 04.04.2002 in compliance with the NGO Act. The association started its activities immediately after its establishment. NASMB mission is to facilitate, support and promote the establishment of a favorable business environment for small and medium companies' development and to raise their competitiveness. With its mission, aims, goals and structure the Association is similar to small and medium business associations in the West European countries and in North America. The organization successfully cooperates with the Agency for Encouraging of Small and Medium Enterprises, the Centre for Economic Development, the Employers' Union, and the Association for Industrial Capital, the Centre for Development of Entrepreneurship, the Bulgarian Chamber of Commerce and Industry and other NGOs. The Association also provides activities like: training and consulting of SMEs; technological development and certification; access to finance for entrepreneurs; statements and drafts of proposals for improvement of legislation on SMEs; projects implementation and promotion of national networking and cooperation with foreign partners in various fields of interests.

Nowadays NASMB is implementing several projects, main of which are:

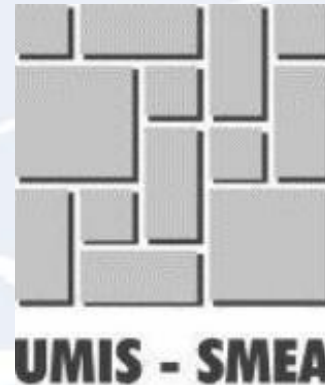
1. "RIMADIMA" INTERREG III B CADSES PROJECT.
2. "REVITA" INTERREG III B CADSES PROJECT
3. "TELMi" INTERREG III B CADSES
4. "EUCERTICON" PROJECT – LEONARDO DA VINCI SECOND PHASE : 2000-2006
5. "Research of Public Private Partnership in building Ski Lifts and Trucks to "Ostri Vruh – regional Center for Sport and Tourism "Tzigov Chark", Municipality of "Batak"

Contact information: www.nasmb-bg.org





B.2. SMALL AND MEDIUM ENTREPRENEURS' ASSOCIATION, SMEA – CROATIA

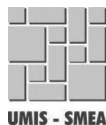


UMIS SMEA Croatia is an independent, non – profit, non – governmental, non – political organization established in 1999 for the purpose of promoting and linking small and medium sized business enterprises throughout Croatia and abroad and contribute to the European integrations of the Republic of Croatia. SMEA vision is entrepreneurship development through networks, partnerships and equal rights on local, national, international and regional level, lifelong learning without borders. Its mission is to lobby the Croatian government for an economic environment favorable to the growth of SMEs, link Croatian entrepreneurs to a domestic and international business networks, support democratic principles in Croatia and the integration of Croatia with Europe and the international community, to educate and raise awareness of SMEs' role in economic development, employment and social responsibility.

UMIS SMEA INITIATIVES: to the Croatian government for the Law for SMEs (1999), Organization of the 1st Partenariat in Croatia (Adriatic Sea Partenariat - ASP 2002 Croatia), Croatian Export Corporation (2000). To the European Commission in 2003 for the organization of the 1st European Day of the Entrepreneur in Croatia (EDE ZAGREB 2004) which we organized after in 2005, 2006, 2007 with our supporters and various partners.

UMIS SMEA ACCOMPLISHMENTS: Partenariat – SMEA participates in partenariat, which was initiated in 1988 by European Commission. Partenariat provides 2-days SMEs' business meetings from all over the world organized by National Counselors (11 partenariats from 1999. - 220 participants); Training in Entrepreneurship provided for 300 teachers and students at the same time; Promotion of New Business Tools and Methodologies for SMEs;; Organizer & participant – more than 100 events, 30 papers presented, EDE – the European Day of the Entrepreneur in Croatia.

Contact information: www.umis-smea.hr





B.3. NATIONAL UNION OF ROMANIAN EMPLOYERS, ROMANIA



The National Union of Romanian Employers is a non-governmental completely private organization. It was founded on 1991 with the purpose of protecting the interests of small and medium-sized business in the services, trade or production area.

UNPR organization chart includes 6 departments covering the political and economical Romanian reality: Parliament, Government and Trade Unions Relations Department; Programs Development and Implementation Department; Economic Strategies and Policies Department; Business and Banking Relations Department; Public Relations Department; Foreign Relations Department

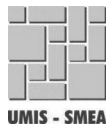
Its objectives are: Protecting and encouraging the legitimate interests of its adherent members;

Proposing the administrative measures necessary for the maintenance and development of small and medium-sized companies and solving the economic and societal problems, by equally taking into consideration the employers' and the employees' interests.

Its activities: Developing programs with internal and foreign partners; Representing our members interests at governmental level; Promoting our members on domestic and international media; Assistance in labor bargaining with trade unions; Advocacy subject to legal issues of our members activities; Lobby at international level; Providing update information to all the members;

Creating business interface

Contact information: www.unpr.ro



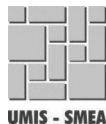


B.4. LALELİ INDUSTRIALISTS AND BUSINESSMEN ASSOCIATION (LASIAD)



The main purpose of LASIAD is to bring all Laleli manufacturers and tradesmen under a same roof to help them to increase the efficiency and provide effectiveness in their trades, mainly with the Russian Federation and the Eastern European countries. LASIAD has been operating since its foundation in order to make Laleli region as an international fashion and a big shopping center and to help to the region in the presentation studies. Moreover it realizes some studies in order to improve tourism and trade in Eminonu region. It acts in cooperation with other associations in order to prepare these activities. In the realization of the purposes of the Association, inseparable integrity of the country, the preservation of National dominancy and Republic, to keep Ataturk revolutions alive and to perform activities without separating from the democratic principles are the corner stone's.

Contact information: <http://www.lasiad.org.tr/tr/main.html>





B.5. SMALL AND MEDIUM ENTREPRENEURS UNION BULGARIA



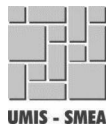
Union of SME Bulgaria

Union of Small and Medium-Sized Enterprises – Bulgaria is a non-profit, non-governmental and non-political association for pursuing activities for public profit, registered in the city of Sofia, Bulgaria in 2007. The Association has set itself the task of contributing to the democratization and stabilization of the political, social and economic development in Southeast Europe. In this connection, the Association will focus its activities on: supporting and promoting small and medium-sized businesses, craftsmen and free-lancers, as well as rendering support as regards their relations with the European Union institutions; creating favorable economic environment for small and medium-sized enterprises' development and raising their competitiveness; work to reduce red tape for economic development; carrying out of joint undertakings and mutual assistance; preparation, arrangement and carrying out of workshops, conferences and seminars; publicity, related to the achievement of the Association's objectives; development of programs, projects, policies, strategies and bills, related to the achievement of the Association's objectives; as well as any other activities or services not prohibited by Bulgarian or European legislation, related to the achievement of the Association's objectives. The main objectives of the Association are to: create favorable economic environment for small and medium-sized enterprises' development; improve social conditions and preserve environment through market mechanisms; enhance the opportunities for entrepreneurship; work for reducing red tape for economic development and protection of competition; support economic cooperation between the legal entities from the Republic of Bulgaria with EU Member States and institutions, as well as with third countries; arrange, carry out and participate in joint undertakings with similar organizations; arrange, carry out and participate in events – symposia, conferences, seminars, conventions, delegations, official meetings, etc.; organize and implement educational and training programs – courses, lectures, discussions and workshops; support projects, related to the training and qualification of staff; develop, coordinate, manage and monitor projects and programs financed under EU programs.

Its initiatives:

1. Young Entrepreneurs in South-East Europe: Changes & Challenges for the New Generation
2. Sustainable Tourism in Europe: Chances & Challenges for SME's
3. South East European Business Network - SEE Net

Contact information: www.smeunion-bg.org





B.6. YALOVA CHAMBERS OF TRADESMEN AND CRAFTSMEN UNION (YESOB)



YESOB was founded on 16.08.1995, according to Tradesmensman ve Sanatkarlar Meslek Kuruluslari law no.5362, and started its activities. There are 17 professional chambers and 17.000 members of Yalova Chambers of Tradesmen and Craftsmen Union (YESOB)

YESOB's main activities,

To meet the basic needs of the craftsmen and artisans and the people working near them,

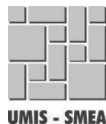
To ease their occupational activities,

To help them to improve in accordance with the basic benefits of the occupation and to obtain their training,

To keep honesty and trust in the relations of the workers (both with each other and the public)

To protect occupational discipline and morality

Contact information: www.yesob.org.tr





B.7. CHAMBER OF CRAFT (HWK TRIER)

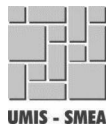


Trier Chamber of Crafts is a self governed public body according to the German Crafts Regulation (Handwerksordnung). It represents the owners of crafts enterprises and companies with services similar to crafts on a regional level. The membership is mandatory. Chambers are legally controlled by the government (Ministry of Economy) of their federal state (NUTS 1 region). This is the federal state of Rhineland-Platinat in the case of Trier Chamber of Crafts. The Region of Trier encompasses four counties with an overall population of ca. 500.000 inhabitants. Trier Chamber of Crafts represents more than 8.000 small and medium sized enterprises with all together ca. 50.000 employees. It provides profound consultation services covering fields like foundation of companies, management consultancy, support of foreign trade activities, attendance at fairs, innovation, technology transfer, IT and internet, environment and environmental friendly refurbishment as well as legal advice for their members. It is also engaged in the field of vocational training offering a multitude of vocational and further education courses.

Trier Chamber of Crafts is in close relations with the Trier Chamber of Industry and Commerce (representing all other non crafts and non agri-, sylvi- and horticulture companies) universities and research institutes and is actively providing the transfer of technology into small and medium sized companies. In its own training centre, the Chamber of Crafts is demonstrating the use of new technologies (i.e. laser technologies etc.). Since 1994, the Trier Chamber of Crafts also hosts the cross-border "Environmental Centre Saar-Lor-Lux" which is actively promoting the use of new environmental technologies in small and medium sized companies. Furthermore, the Trier Chamber of Crafts is working in several technologies oriented projects (to assure quality management by using new ICT-technologies in SMEs).

www.hwk-trier.de

Handwerkskammer Trier
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D 54292 Trier
Tel.: +49 651 207 0
info@hwk-trier.de
(O. Gruppe, ED Trier)





B.8. CHAMBER OF KAVALA



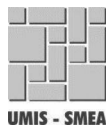
The Chamber of Kavala is a public law, legal entity that was originally founded in 1918. It has over 11.000 members including small and medium sized manufacturing industries, commercial enterprises, handicrafts companies, large industries, as well as professionals.

The Chamber of Kavala is the organization one goes to in order to register a new company. However, beyond the registration of firms and other administrative procedures, the Chamber of Kavala has developed into an authentic support centre for private initiative. This is accomplished mainly by providing information and advice on issues and problems faced by businesspersons.

The Chamber is an important support mechanism for trade, industry and the professions in its area and oftentimes it uses its influence in the government decision-making process on matters relevant to the business world. In most cases this influence is directed towards local or regional authorities, but sometimes even the national authorities are contacted. Also, the Chamber often acts on its own initiative in order to promote industry and commerce in the area.

Yet another important function assumed by the Chamber, and one of particular relevance to the business world, is its consultative and information services provided to small and medium sized enterprises. Examples of this are the supply of information on subsidies, grants, development laws, EU legislation, and even information on export markets or possible new sources of supply for raw materials. Also, information is supplied on company law in other countries and on international trade rules and regulations. The Chamber of Kavala is also a member of the "Enterprise Europe Network", an EU network for business support services.

Contact information: <http://www.chamberofkavala.gr/> , <http://www.kcci.gr>





B.9. Hungarian Association of Small and Medium Enterprises (HASME)

History of KKVE

Founded in 1994, public benefit organisation since 1998.

The members

Regularly reachable via e-mail 2993, Registered SMEs nearly 9000

Associated partners are 55 000

The KKVE is member of the EPP-SME Union; Mr. György Bisztray is the president of the working group SME Central.

Some of our main activities:

Booklets

- Actual Questions of SME-s 15 months before joining the EU 2003
KKVE- SME Union Conference
- Basic EU knowledge for SME-s
- PHARE project
- EU knowledge for SME-s into the process industry
Co financed by Ministry Economy.

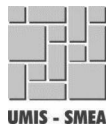
Else activities

- Preparing the Hungarian Entrepreneurs for the EU accession self tests, Fit for the EU for all kinds of www.eufit.hu (2001)
- Preparing small regions of Csepel Island for the EU accession – by the PHARE project of Proregio Kht.
- Informal proposal for Work tasks in the field of Content services, Claim Submission and eLearning: eFarmer
eContent: The eFarmer project represents the cooperation of the Visegrád Four countries and through the application of the latest technology and content development tools, focuses on the achievement of the most prosperous possible support of the Common Agriculture policy (CAP) www.efarmer.hu;

Main projects':

- eVilág (pro-eContent) : IHM-ITP/2B/ 170 http://www.eufit.hu/17_news/diszkov1.htm
- For SMEs : www.eufit.hu
- EU- eContent-EDC 11221 www.efarmer.hu ;

Contact information: www.kkve.hu





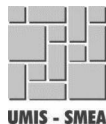
B.10. SME UNION SLOVENIA



The SME UNION SLOVENIA supports and fosters cooperation with all relevant institutions, the activities of which include dealing with issues and problems concerning the development of SMEs in Slovenia, as well as other non-governmental organisations and individuals that support the European integration processes, peace-keeping efforts and the development of democratic values in their private or public life.

The main programme priorities of the SME UNION SLOVENIA are as follows: to cooperate with the state in activities, aimed at encouraging entrepreneurship and creating an SME friendly environment; to promote the value of knowledge, development and innovation in the business sector; to provide professional help and expert advice in order to support the development of SMEs; to promote entrepreneurship and to organise different forms of educational activities for entrepreneurs. The activities of the SME UNION comprise the provision of services, counselling and other forms of support, i.e.: support services required by its members to overcome administrative and other barriers or acquire a licence from the national authorities; services to provide its members with funding opportunities from European structural funds and other financial mechanisms of the European Union; project management support; legal counselling and advice in international trade and business agreements; tax counselling; educational activities; planning and organisation of conferences, workshops and/or other events; services of the protocol for the organisation of receptions, sessions, and other forms of meetings at the highest level; to promote regional projects and to ensure their inclusion in multilateral projects

Contact information: www.sme-union.si





C. Study visit





C.1. D: TCC - Resume of study visit

D – German: TCC - Trier Chamber of Crafts

Study Visit in Trier

Reinland – Pfalz Land, Germany

SOUTH EASTERN EUROPEAN BUSINESS NETWORK

Contract No.2007/146-622

Presentation Structure

1. Energetic Park Morbach – projects ideas
2. Central and Eastern Europe Centre - Frankfurt Hahn - Germany
3. EU Financing Opportunities – projects information
4. New technologies

1. Energetic Park Morbach

- Morbach - a balneologist and climacteric resort in Germany, national recognized for air quality
- Project „ Energetic Park Morbach,, developed on a total surface of 147 Ha is one of the best practices of producing effectively the energy from renewable sources, of producing the un-polluted green electric and thermo energy, in other words neutral from the CO2 emissions point of view
- Germany ranked 3rd place in the world as producer and exporter of photovoltaic systems after China and Japan.
- In 2008 Morbach will benefit of 15 windy stations and the highest windy station in the world of 210 m height and blades diameter of 100 m.
- 13 windy stations with installed power of 2 MWw/station which produce 40 mil Kwh per year.6 times more current than photovoltaic system
- Biomass has certain advantages face to other renewable resources – wind or water by multiple possibilities of use, stock and transport as well conditioned handling
- In ”Energetic Park Morbach,, is tried an optimum use of the synergetic effects:
 - The biomass installation produces neutral current and heat from the CO2 emissions point of view



2. Central and Eastern European Center (MOEZ) Reinland - Pfalz

- Location: Airport Frankfurt Hahn building 890, www.moez-rip.de
- Offered services:
 - Mediation contacts between entrepreneurs and estate authorities
 - Identification the developing branches
 - Consultancy in financing programs
 - Organizing visits to the companies
 - Supporting in case of general language communication problems
 - Information regarding EU programs
 - Preliminary information regarding company consultancy
- Advantages MOEZ
 - Institution able to answer for questions subjects to the commercial problems and economic support. Located in the heart of Europe.
- Permanent meeting place between enterprises and official representatives of Central and Easter European countries.
- Availability of a modern service centre with possibility of conference organizing
- Favourable geographical position for low-cost flights and low-cost renting

3. EU Financial Opportunities information -

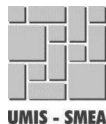
EU financing period 2007 - 2013 has started

Fundamental changes of European and national financing programs and support by partial program starting in 2007

Financing focusing:

- Small and medium sized enterprises
- Innovation and vocational training
- Environment protection

Focusing on marketing research in the field of export, business access and internationalization





Links:

New member states Romania and Bulgaria

Romania:

- <http://www.gov.ro/engleza/guvernul/afis-siteuri-min.php>
- http://www.minind.ro/fonduri_structurale/SOP_IEC_Revised_Official_Proposal_May07.pdf

Bulgaria:

- http://ec.europa.eu/bulgaria/finance_business/index_en.htm
- http://ec.europa.eu/bulgaria/finance_business/community_programmes/inforamtion-technologies-programmes_en.htm
- http://www.tepav.org.tr/eng/admin/dosyabul/upload/Bg-Tr_Conference_Presentation_EN_final.pdf

Candidate countries:

Turkey:

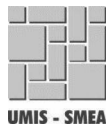
- <http://www.avrupa.info.tr/DelegasyonPortal.html>
- http://www.avrupa.info.tr/AB_Mali_Destegi.html?LanguageID=2

Croatia:

- <http://www.delhrv.ec.europa.eu/en>

Examples of Projects in the field of SMEs and Economic Support

- <http://www.saarlorlux.biz> (INTERREG III A)
- <http://www.trendspot.eu> (INTERREG III B)
- <http://www.etisys.com> (eContent)
- <http://www.b2fair.com>
- <http://www.globalcluster.eu>
- <http://www.busten.de> (DG Enlargement)
- <http://www.prevention-securite.org> (INTERREG III A)
- <http://www.adam-europe.eu/adam/homepageView.htm>? (project and product portal for Leonardo da Vinci)
- http://www.sequa.de/index.php?area=1&p=static&page=ppp_projekte_asien&PHPSESSID=94d3bf9749418a4fd83fec0dd7a90edd (PPP projects in Asia)
- http://www.sequa.de/index.php?area=1&p=static&page=projekt_gesamt_asien&PHPSESSID=94d3bf9749418a4fd83fec0dd7a90edd (projects in South East Asia and China)





4. New Technologies:

Presentation of a training course “Energy Consultant for Buildings”

by Mr. Winkelmann, certified energy consultant for buildings and trainer at “Environmental Centre Saar-Lor-Lux” of the Trier Chamber of Crafts

Short version:

On December 16th 2002, the European Parliament and Council adopted the directive 2002/91/EG on the total energy efficiency of buildings. These EU declarations expand the criterion for all the members of UE and obliged them to implement the EU-directive in the national law until 4th January 2006.

Significant innovations of his decree are:

- **Binding** energy performance certificates for every building (after a transition time).
- Methods of calculation determined by European Norms (EN)
- Autonomous, qualified persons (Energy consultants for buildings) are in charge of the transfer legislation - practice at the national level.

Implementation of the directive in Germany

In Germany, fast implementation on the legal level: 22 July 1976 Energy Conservation Act, 11 August 1977 first Heat Insulation Ordinance, updated until 1995, 01 October 1978 first Decree on heating, updated until 1998, 1 February 2002 first Energy-saving Regulations, revised form in 2007 as implementation of the EU-directive, Energy Saving Ordinance (EnEV).

According to EnEV, energy performance certificates have to be issued by authorised persons only and for the following types of buildings:

- **New residential buildings**
- **Existing residential buildings**
- **Mixed buildings** (for example buildings with commercial issues in the basement and apartments in the rest of the building)
- **Non-residential buildings**

The session was followed by a presentation of the conception of a training course for certified “Energy consultants for buildings” in Germany (Further information are available via German Partner Trier Chamber of Crafts).

(ed. O. Gruppe, ED Trier



C.2. GR: CoK - Resume of study visit

GR – Greece: CoK - Chamber of Kavala
Study Visit in
Kavala and Thassos
SOUTH EASTERN EUROPEAN BUSINESS NETWORK
Contract No.2007/146-622

1. The Community Aquis and its Effect on Entrepreneurship

Introduction to the Community Aquis and the basic pillars of the European Union. Discussion of concepts such as subsidiary, competences, supranational versus intergovernmentalism, the European Institutions and Community Legal Instruments.

2. Internationalization Services: Helping SME's to explore foreign market opportunities

Assessing the export-readiness of SMEs and services which prepare, assist and direct SME's to go international.

3. Presentation of the Chamber of Kavala – Enterprise Europe Network – Services to SME's

Description of the structure of Chambers in Greece and the services of specialized EU SME support networks.

4. Human Resources Development and Vocational Training Initiatives in Greece

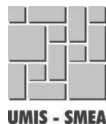
The experience of Greece in the implementation of training initiatives and the measures to support employment.

5. Effective Programme Management

Grant management structures, forms of partnership agreements and tools for effective project management.

6. Innovation and Technology Transfer in the European Research Area

Innovation as a key factor for the competitiveness of European SME's.





7. Female Entrepreneurship

Specific issues faced by special population groups, in this case women, for promoting and sustaining entrepreneurship. Problems faced and solutions proposed.

8. Study Visit to the Fisheries Research Institute

Presentation of the Fisheries sector and discussion about the role of research in promoting the competitiveness of SME's.

9. Roundtable Discussion – The Role of Tourism in the Development of Less Developed Regions

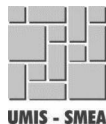
Presentation on the touristic island of Thassos on the role that tourism has played in its development. Discussion moderated by the President of the Chamber with the participation of the Association of Small Hotel Owners and Expert on Hotel tourism.

10. Agro Food Sector: Challenges, consumer expectations and compliance to EU Legislation

Introduction to the aquis communautaire related to food products and the experience of Greek companies.

11. Study Visit to Agro Food Enterprise

Visit to olive oil company selected as best practice enterprise.





C.3. HU: HASME - Resume of study visit

HU – Hungary: **HASME** - Hungarian Association of Small and Medium Enterprises
Study Visit in Budapest
at food processing plant
SOUTH EASTERN EUROPEAN BUSINESS NETWORK
Contract No.2007/146-622

Presentation Structure

1. Programs and Community Initiatives
2. Food safety – Implementation of Community Acquis
3. Structure and Operational System for Safety Food Chain Control in Hungary
4. Project Ideas

1. Programs and Community Initiatives

Actions of Community policies covering almost every area of social and economic life

Currently are in fulfilment 35 community programs

Among most important programs are:

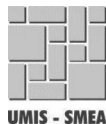
- Community programs for combating social exclusion
- Socrates Programs - educational cooperation
- Leonardo da Vinci Programs – vocational training
- Life Programme – environmental protection, nature preserving, third countries
- Youth Programs – youth cooperation

Community Initiatives

Managed centrally by Bruxelles

- INTERREG – cross border cooperation, trans-national – and interregional cooperation and planning – ERDF
- EQUAL – regarding the elimination of all disadvantages and inequalities in the labour market – ESF
- LEADER – developing the rural areas, collaboration at local level and partnerships – ARDOP
- URBAN – supporting for development of cities and urban areas in crisis - ERDF

From 2007 – ETE European Regional (Cross-Border) cooperation between member countries (HU-AU, HU-RO, HU-SK, HU-SLO)





2. Food Safety – Implementation of Acquis Community

Central objective:

Consumer health protection by applying a complex of domestic and international regulations; The general food law (178/2002 EC) implemented in the period 2002-2005; Common politic in the agriculture field (1782/2003 EC; GMP: Good Manufacturing Practice; GHP: Good Hygiene Practice)

Thus it is followed the consumers exposure to a minimum risk further to the food products consumption.

Consumers' Fundamental Rights:

Security and health protection, Economic interests protection, Information and education over the rights, Title of repair and validation for compensation, Title of representing the consumers interests with their participation (93/43 EEC, European Food Safety Authority)

EU Instruments to Ensure the Consumer's Protection:

EU legal framework , Procedures, methods, instruments, Quality systems (EN ISO 22000, EUREPGAP, HACCP, ISO 9001:2000) , orientations regarding quality, international norms

3. Structure and Operational System of the Food Chain Control in Hungary

Requests regarding the organizing of the food safety insurance

- Consumers requests
- Requests of the food products commercial operators
- Requests of the governmental authorities
- EU requests

4. Project Ideas

- Creating of a communication network for agriculture and food safety at national level
- Extension at cross border level
- Target group
 - Individual farmers
 - Associations
 - Farm families





C.4. SLO: SMEU SLO - Resume of study visit

SLO – Slovenia: **SMEU-SLO** - Economic association of the businessmen of small and medium enterprises
Study Visit in Slovenia
SOUTH EASTERN EUROPEAN BUSINESS NETWORK
Contract No.2007/146-622

Presentation Structure

- The Regional Chamber of Craft and Small Business of Celje
- The Slovenian Enterprise Fund
- Net Business Incubator

1. The Regional Chamber of Craft and Small Business of Celje

- the basic tasks of Chamber of Craft and Small Business of Slovenia are: representing the members towards state and defence of their interests, giving information and offering services to members and realisation of public authorisations
1. is in the system of The Chamber of Craft and Small Business of Slovenia (63 RCC);
 2. includes 1404 members (SME) from Municipality Celje, Vojnik, Štore and Dobrna, they work in the 24 sections;
 3. projects perform on area 5 municipalities (3.825 enterprises; 77.055 inhabitants; 37.647 employed people; 8,23 % unemployed rate);
 4. cooperate with all holders for business support on local, regional and national level.

Goals: to ensure a stronger protection of the interests of craft and SMEs;

- to support SMEs entering on new markets, business, technology...;
- to ensure information;
- to assist with for growth and development;
- to develop and protect home craft.



2. The Slovenian Enterprise Fund

- National finance institution founded with the aim of making funding for small and medium sized companies more accessible, thus speeding up their growth and development
- Aims
 - To improve accessibility to sources of funding connected to development investment to micro-, small and medium-sized enterprises.
 - To encourage small and medium-sized enterprises to invest at any phase during their lifecycle and to ensure more favourable sources of funding for development investments undertaken by the enterprises through subsidies, favourable loans and guarantees for loans taken.
- Fund's major priorities in providing state aid to SMEs in the period 2007 – 2013 is providing favourable financial sources in the form of three strong finance lines:
 1. LOAN AND GUARANTEE LINE FOR SMEs:
 2. CO-FINANCING SME's PROJECTS:
 3. SMEs EQUITY FINANCING THROUGH FUND's SUBSIDIARY COMPANIES:

3. Net Business Incubator of Savinjska Region

The Incubator is a part of technological support environment of RITS (Development, innovative and technological centre of Savinjska region) and of Tehnopolis Celje, which is habitat of innovation and entrepreneurship in Savinjska region.

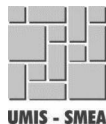
Vision

To contribute

- a. to the concrete share to the establishment of new enterprises and to the restructured development of the existing enterprises,
- b. to entrepreneurial orientation of the inhabitants of the Savinjska region,
- c. to enable them higher degree of welfare.

Mission

The creation of the supporting innovative environment for the development, start-up and growth of the new high-tech enterprises, which are a product of the research results of the entrepreneurs, students, professors, academic researchers, innovators and successful entrepreneurs, and to make fundamental move between the unlinked academic-research sphere and the economy





Target Groups

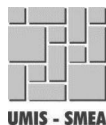
- Acting SMEs,
- Companies in the beginning phase of the growth (from 0 to 36 month in business),
- Companies with innovative projects,
- Successful entrepreneurs and innovators with business idea,
- Academic-research sphere on the faculties of the University of Maribor (professors, researchers...)
- Students of the University of Maribor,
- Companies and technological centres interested for the application of the ideas and programmes that originate in Net spin-off incubator of University of Maribor

Infrastructure

- Office facilities: 989,60 m²
- Production facilities: 1.750,00 m²
- Lecture rooms: 427,18 m²
- Laboratorial and research equipment on the faculties of the University of Maribor

Services

- a. Co-financed infrastructural services
 - Rent of business facilities at subsidized prices,
 - Rent of furniture and office equipment at subsidized prices,
 - Information and telecommunication infrastructure (access to internet, phone, fax, information network...)
 - Usage of conference room, lecture rooms....
- b. Co-financed business, legal and administrative services for the incubated companies
 - Consulting and preparation of the business plan,
 - Assistance with the establishment and start-up of the company,
 - Accounting at favourable prices,
 - Promotion in frame of business incubator and technological park, medium of good practices,
 - Administrative services (joint secretariat),
 - Assistance at training and acquirement of the staff,
 - General consulting services,
 - Specialised consulting services,
 - Assistance at the preparation and the implementation of the projects co-financed with public funds on national and European level,
 - Assistance at the formation of business network

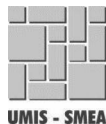




- c. Business, project and legal services for the companies outside the business incubator
- Preparation of the documentation and the application to national and European grants and tenders , Administrative and financial management of the projects
 - Legal consulting and assistance at the establishment of the company (registration, permits...),
 - Consulting and services in the field of information technologies and infrastructure,
 - Assistance at the presentation of the business plan of the companies to the providers of the risk capital, banks and business angels,
 - Assistance at the internalisation of the operations,
 - Assistance at training and acquirement of the perspective staff.

Business, project and legal services for the companies outside the business incubator

- a. Preparation of the documentation and the application to national and European grants and tenders , Administrative and financial management of the projects
- b. Legal consulting and assistance at the establishment of the company (registration, permits...),
- c. Consulting and services in the field of information technologies and infrastructure,
- d. Assistance at the presentation of the business plan of the companies to the providers of the risk capital, banks and business angels,
- e. Assistance at the internalisation of the operations,
- f. Assistance at training and acquirement of the perspective staff.





C.5. Experiences of multipliers in Romania

Study visit in Germany – (Trier, 13-18.04.2008.)

We were impressed by the way they chose all the institutions we got in contact with, and the possibilities they created for increasing their own competitiveness.

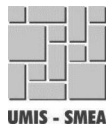
Study visit in Greece – (Kavala - 19-23. 05. 2008)

everything was very carefully presented, interesting topics, good opportunities for us to implement some of the best practices, especially the tips how to make the SMEs internationalization and to access transfer networks

Study visit in Hungary (Budapest, 9-14. 06. 2008) a good mission combining the theoretic side with the practice, the permanent connection and availability of improving our knowledge and answers to all our needs.

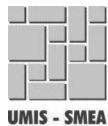
Study visit in Slovenia (Ljubljana, 23-27. 06. 2008.)- everything was minutely prepared and organized, few industry developed but at high performance, very interesting the net business incubator and how the Chamber of Trade succeed to gather and sustain its members in supporting activities.

The best practices experience is in process of dissemination. The first session was held at Mangalia between September 18th - 19th, the second one is in fulfilment these days (October 14th - 15th) at Timisoara. The companies invited are willing to establish contacts with the partner's countries' companies. The interests were focused upon Morbach park - energetic projects - as there are real possibilities to be implemented at Romania level, the internationalization of SMEs and one stop shop (from both Greek and Slovenian experience) and the access of European funds. As a result: they will apply on structural funds (FSE and FDR) - strong interest on this issue, develop the business relationships on different areas and in perspective, they will create networks and attend the networks we already presented.





D. Why we choose exactly those practices





Although very different from each other, European countries share common difficulties and problems in many respects. In particular, the stability of micro, small and medium enterprises is often shaky and very susceptible to the ever changing policy.

With the harmonization of the legislation with the EU acquis the institutional conditions are improved, however neither the government, not the BROs have a target program of supporting SMEs in adequately implementing the acquis.

Identifying practices around the Europe that work in regards to *acquis communautaire*, and examining how and why they work, is one of the SEE Net project main tasks. The project partnership promotes the sharing of these practices, including through such means as documentation and widespread distribution of the lessons learned.

The concept of Best Practice is not reserved for "ultimate truths" or "gold standards." For us, Best Practice means accumulating and applying knowledge about what is working and not working in different situations and contexts. In other words, it is both the lessons learned and the continuing process of learning, feedback, reflection, and analysis (what works, how and why, and so forth).

At its most basic, Best Practice suggests a simple maxim: Don't reinvent the wheel; learn in order to improve it, and adapt it to your terrain to make it work better.

Identifying Best Practice that provides useful "lessons learned" means making judgements. To arrive at such judgements, two approaches may be used, each reflecting a different level of analysis.

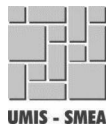
The first approach is based on a simple description of the practice's accomplishments. From this point of view, Best Practice can be anything that works, in full or in part, and that can be useful in providing lessons learned. The second approach is to carry out a thorough analysis using specific, established criteria that look at strengths and weaknesses, successes and failures. In summary, the Best Practice process helps to identify and describe the lessons learned and the keys to success of *acquis communautaire*.

In this Project Booklet, SEE Net Project attempts to capture details of a range of Best Practices in order to provide useful lessons and offer references for those working in implementation of *acquis*-related activities. In this booklet, SEE Net Project attempts to capture details of a range of Best Practices in eight European countries in order to provide useful lessons and offer references for all actors in Europe. It is by no means comprehensive or complete: there are many other Best Practices in Bulgaria, Romania, Croatia, Turkey, Greece, Germany, Hungary and Slovenia that will be documented in upcoming issues.

Using the Booklet

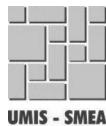
Currently, SEE Net Project collects and publishes information on over 40 topic–case study from these 26 best practices-. examples related to *Acquis*. The practices described in this summary are organized, according to the country of their implementation. Each practice is preceded by a brief introduction to the topic. Since most practices are relevant to more than one topic area of implementation of *acquis* an indexation is provided in the description of the summary. This permits practices the reader to get an overview of the topic areas as well as.

We have tried to provide complete contact information so that readers can get additional information on practices that interest them. An electronic version of the full Best practice database is available at www.seenetwork.eu.





E. Case studies - Best practices collected by partners





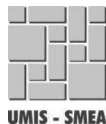
E.1. CR: UMIS SMEA

Case studies - Best practices collected by partners

CR – Croatia: **UMIS-SMEA** - Small and Medium Entrepreneurs' Association

I. AEP

Place, Country, region	Croatia, Zagreb
Main line of business/activities	Agro-tourism, education
Name	AEP
Description of the case study	The AEP project is supporting the development and improvement of Croatian agro-tourism through education, oriented towards the use of Croatian agricultural capacity in tourism development, in order to stimulate new employment (agro-touristic technician) and give new momentum to existing SMEs. target groups are teachers and students of similar schools, SMEs, farmers, cooperatives and NGOs in Croatia, who will acquire new skills and know-how to improve agro-tourism in various regions of Croatia. The model produces value added for tourists visiting Zagreb. The main activities consisted of the creation of an Agro-touristic Educational Polygon in the school area and partly dislocated at Grad Mladih which includes new practicum's; promotion and workshops for teachers, students, farmers, SMEs and citizens (in Zagreb, Kastela, Pozega, Ilok); study visits abroad (Slovenia, Italy, Austria). The project created new partnerships; networks locally, nationally and internationally; IT and know-how transfer.
Why the establishment is considered as best practice in its performance	Agro-tourism is a form of tourism that is developed on the principle of sustainable development and in the best way valorises rural areas, agricultural activities, and natural and cultural historic resources including autochonomous traditional products. Agro-tourism is one of the most developed forms of selective tourism in the world. In Croatia, agro-tourism is only 1% of total tourism, while in Europe this average is 10–20%. This project would contribute to a large extent to the development of national, international agro tourism and there are a lot of direct and indirect beneficiary.
Long – term expected (main)results	<p>To contribute to the development of agro-tourism in Croatia</p> <ul style="list-style-type: none"> • Competent and trained teachers in the field of agro-tourism (workshops) • Competent teachers to use new technologies (equipped practicum's) • Educated students of Poljoprivredna škola, Zagreb and other vocational schools in Croatia in the fields of agriculture, food technology, catering and tourism • Improved contents in school garden • New objects in school garden (2 for education, 2 for exhibition), small houses for domestic





	<p>animals and other garden – technical elements</p> <ul style="list-style-type: none"> • Horticulturally shaped agro-touristic polygon (ambient architecture) • Annual and perennial plants (autochthonous sorts) planted • Dried vegetables, fruit, medical and spice herbs, corn for further processing, flowers for decorations • Domestic animals (autochthonous) • Beehives in the AEP and dislocated polygon at Grad Mladih • Food products as souvenirs for better touristic offers in Zagreb and its surroundings • Students involved in research and paper presentation or billboards, posters with autochthonous products and cultural heritage • Events organized to show Croatian traditional and autochthonous cuisine in partnership with other schools (Prehrambeno-tehnološka škola) and Grad Mladih • Interiors arranged (e.g. tables, benches, cutlery) and services to agro-touristic husbandries in Croatia (catering, tourism)
How the case study was financed	
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Own production activity was started, with increasing manufacturing capacity. It means the development of effectiveness. The number of employees doubled. They were certified according to ISO 9001-2000.
Internet reference (link)	http://www.veinst.hr/index.php
Contact person	Faculty of Agronomy, Zagreb; Poljoprivredna škola; Prehrambeno-Tehnološka Škola;



E.2. RO: UNPR

Case studies - Best practices collected by partners

RO – Romania: UNPR - National Union of Romanian Employers

I. LANATEX

Place, Country, region	Romania, North-Eastern and South Regions , Bacau county
Main line of business/activities	Trade and different intermediaries with weaves and chequers products
Name	LANATEX
Description of the case study	The case study presents how the company could have implemented modern manufacturing lines to produce women and men overcoats at European standards. With Phare support they could realize it.
Why the establishment is considered as best practice in its performance	Own production activity was started, with increasing manufacturing capacity. It means the development of effectiveness. The number of employees doubled. They were certified according to ISO 9001-2000.
Long – term expected (main)results	Manufacturing should be properly equipped with the latest technology equipment. Own production activity should be started, with a higher effectively. The expected result in the number of employees: at least double than the original number. They want to enter into new markets with brand new marketing strategy. Their quality system should be certified according to ISO 9001-2000.
How the case study was financed	Grant Program: Phare 2001 Economic and Social Cohesion – Assistance for SMEs (A1) Project total value: 170.000 Euro Non- reimbursable amount: 100.000 Euro Own contribution: 70.000 Euro
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Sustainable support in developing new technology for the area described, thus new jobs are created extending the existed networking in the areas described.
Internet reference (link)	http://www.adrnordest.ro/user/file/implemented%20prog%20ro%20and%20en/
Contact person	LANATEX CONF SRL - 30, Unirii Av., Bacau, POBox 600192



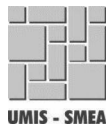
II. Modernizing the Agro-Touristic Pension „Wuthering Heights

Place, Country, region	Romania, Neamț country
Main line of business/activities	Tourism, catering industry
Name	Modernizing the Agro-Touristic Pension „Wuthering Heights”
Description of the case study	The case study presents a challenging task, where the contractor tried to develop a non-suitable infrastructure to an attractive, outstanding catering and hotel unit, with offering wide range of services. For example, agro-tourism is an interesting service based on the local, regional conditions.
Why the establishment is considered as best practice in its performance	Not only the board and lodging capacity were developed, but the training was also important. They trained the staff and the former poor catering and hotel capacity were developed outstanding.
Long – term expected (main)results	Trained staff Growing employment Improving board and lodging capacity New services in the region An equipped hotel meeting the EU-standards with attractive outlook and trained staff
How the case study was financed	Grant Program: Phare 2001 Economic and Social Cohesion Assistance for SMEs (A1) Project total value: 117.100 Euro Non-reimbursable amount: 70.260 Euro Own contribution: 46.840 Euro
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Sustainable support in developing new technology for the area described, thus new jobs are created extending the existed networking in the areas described
Internet reference (link)	http://www.adnorddest.ro/user/file/succes_projects/
Contact person	SC INCOGNITO SRL Str.Băile Oglinzi, Tîrgu Neamț, POBox 615200



III. Processing Capacity for Natural and Synthetic Fibers

Place, Country, region	Romania, Vaslui county
Main line of business/activities	Textil industry: Processing and twisting the natural and artificial silk
Name	Processing Capacity for Natural and Synthetic Fibers
Description of the case study	The case study presents a new technology introduced in elastic fiber industry. They installed new machines, new technologies and new systems. So, their quality process meets now the EU-standards. They created new jobs and entered into markets.
Why the establishment is considered as best practice in its performance	First of all, they were able to buy new machines meeting the EU-requirements. Spare parts were also important to buy for preventing. They decided that they will develop their logistic system with new vehicles. It means, they have influence on transportation cost too. It could have a good effect on the total supply chain. Moreover, new jobs have been created.
Long – term expected (main)results	Newly equipped manufacturing system meeting the requirements of the market and EU-standard Development of the total supply chain New jobs, assigned to women
How the case study was financed	Grant Program: Phare 2001 Economic and Social Cohesion Assistance for SMEs (A1) Project total value: 220.000 Euro Non-reimbursable amount: 100.000 Euro Own contribution: 120.000 Euro www.prefab.ro
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Sustainable support in developing new technology for the area described, thus new jobs are created extending the existed networking in the areas described
Internet reference (link)	http://www.adnorddest.ro/index.php?page=SUCCESS_PROJECTS - rovafir srl
Contact person	SC ROVAFIR SRL Str.Gheorghe Racovita nr.211 sc.D et.2 ap.12, Vaslui, 730082,





IV. Dairy Processing Plant

Place, Country, region	Romania, Botoşani county
Main line of business/activities	Dairy processing with value added activities, i.e. packaging, cheese processing, etc.
Name	Dairy Processing Plant
Description of the case study	Originally, they had only a so called “zoo-technological” farm with retail sales of consumer goods, without value added activities. The company decided to improve not only the processing, but the total supply chain. With Phare support, they could realize it. They have equipped the plant with modern machineries, and they established new capacities that resulted in the growing market and growing number of employees.
Why the establishment is considered as best practice in its performance	They had an outstanding idea – to develop the old farm capacity to a processing industry with new machineries, new capacities. They also created new jobs and developed the production by 1400% !!!!. / day.
Long – term expected (main)results	New capacities Developing number of jobs Value-added activities Growing production Modern pasteurization system
How the case study was financed	Grant Program: Phare 2001 Economic and Social Cohesion – non-reimbursable grant scheme for new, recently small and medium sized enterprises (B1) Project total value: 72.754 Euro Non-reimbursable amount: 42.925 Euro Own contribution: 29.829 Euro
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Sustainable support in developing new technology for the area described, thus new jobs are created extending the existed networking in the areas described
Internet reference (link)	http://www.listafirme.ro/catalog/j133457_portas_com_srl.htm
Contact person	PORTAS COM SRL Str. Mareşal Ion Antonescu nr.5, bl.G4, ap.4, Botoşani



V. Laboratory for Construction Materials Trials

Place, Country, region	Romania, Calarasi county
Main line of business/activities	Testing and examining of construction materials
Name	Laboratory for Construction Materials Trials
Description of the case study	The case study presents how a lab could improve by the means of EU-grant. This is a small unit but with a wide range of activities. Their work is very important, because they test the construction materials. This task can not be performed with old and obsolete equipments, they purchased brand new ones. They had to meet the EU-requirements, so they certified the lab. They also improved the work circumstances.
Why the establishment is considered as best practice in its performance	The company was able to meet the EU-requirements on the field of examining and testing of construction materials. They purchased new equipments and accredited the lab.
Long – term expected (main)results	New equipments New working conditions Accreditation according to EU standards
How the case study was financed	Grant Program: SAPARD Project total value: 172.825 Euro Non-reimbursable amount: 129.619 Euro Own contribution: 43.206 Euro
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Sustainable support in developing new technology for the area described, thus new jobs are created extending the existed networking in the areas described
Internet reference (link)	http://mcir.doingbusiness.ro/en/building-industry/building-products/1/2228-prefab-sa.html
Contact person	PREFAB S.A. CALARASI, Str.Prelungirea Bucuresti 2 – 4, Calarasi



VI. Greenhouse

Place, Country, region	Romania, Calarasi county
Main line of business/activities	Agriculture: vegetables growing for cafeteria
Name	Greenhouse
Description of the case study	The case study presents a task of modernizing traditional greenhouse activities. Based on EU-support, they equipped the plant with modern machineries, so that they could improve the efficiency, productivity and product quality.
Why the establishment is considered as best practice in its performance	They improved their efficiency significantly. They are able to concentrate on core business activity with the modern equipments. Parallel with it, they improved the product quality.
Long – term expected (main)results	New modern equipments Growing productivity Improving product quality
How the case study was financed	Grant Program: Program of increasing the product competitiveness Project total value: 52.754 Euro Non-reimbursable amount: 33.647 Euro Own contribution: 19.107 Euro
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Sustainable support in developing new technology for the area described, thus new jobs are created extending the existed networking in the areas described
Internet reference (link)	www.prefab.ro
Contact person	PREFAB S.A. CALARASI, Str.Prelungirea Bucuresti 2 – 4, Calarasi



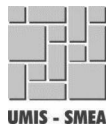
E.3. TR: LASIAD

Case studies - Best practices collected by partners

TR – Turkey: LASIAD - Laleli ISTANBUL

I. Union of Laleli Industrialists and Businessmen- LASIAD

Place, Country, region	Turkey-Istanbul-Laleli
Main line of business/activities	The following activities are done within the scope of the suitcase trade: Production, investment, importation, exportation and employment activities are carried out in sectors such as textile, leather, food, jewellery and transportation.
Name	Union of Laleli Industrialists and Businessmen- LASIAD
Description of the case study	Suitcase trade means goods carried by passengers to foreign countries. Producing firms send their products to the region at first hand; businesses in the region sell these products in domestic or foreign markets. 80% of businesses in Laleli region are producers in related sectors. Export is done to 65 countries from the region.
Why the establishment is considered as best practice in its performance	There 5600 SMEs in the region. These businesses do production, investment, importation, exportation and employment in textile, leather, food, jewellery and transportation sectors. 70 Billion \$ gross national product (GNP) is realized per year in the region. 30 million people are employed in all related countries including Turkey. A business in the region does export to 65 other countries. Chosen as a best practice for this reason.
Long – term expected (main)results	Companies in Laleli region will help EU countries improve their production, investment and trade, will make better use of the EU funds, provide surplus value in Turkey and in countries they trade with, have a chance of making investments in other sectors and global fields. Businesses will make more efforts in order to change and improve their own operation programs and develop plans and programs in order to be able to accord with the EU SMEs as regards investment, production and trade.
How the case study was financed	Union of Laleli Industrialists and Businessmen and businesses in the region are financed by the profits they make over their sales, tax cuts and low interest loans.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Businesses in the region are signing agreements and working in cooperation with each other and public.
Internet reference (link)	http://www.laleliseenet.com/eng
Contact person	Union of Laleli Industrialists and Businessmen- LASIAD, İstanbul gumus.sefer@gmail.com





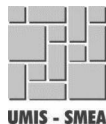
II. E-TRADE IN SMEs INCREASES INVESTMENT AND PRODUCTION

Place, Country, region	Turkey -İstanbul-Laleli
Main line of business/activities	E-trade brings very important possibilities to SMEs in accessing new markets and competes with their competitions. Virtual stores on the internet present effective and inexpensive marketing channels for SMEs aiming at customers in far away markets. In this way, SMEs have the possibility of offering inexpensive and good quality products to the market without making high investments and expenses.
Name	KOSGEB (Küçük ve Orta Ölçekli İşletmeler Sanayi Geliştirme Birliği) - SME Industrial Development Association
Description of the case study	SMEs don't encounter difficulties in getting loans, can make better use of subsidies, catch up with other financing tools more easily, can make better use of technology and information. They can make better use of domestic and foreign technical developments. They do not run short of qualified personnel.
Why the establishment is considered as best practice in its performance	In this way, SMEs can compete with larger firms more easily, reduce their advertisement, transportation, and product design and production costs, improve in market reporting and strategically planning, can do marketing effectively, access new markets under equal conditions, and include customers into product and service design.
Long – term expected (main)results	Rapid growth and improvement of internet technologies have eliminated geographical boundary barriers. Considering all the world customers, sellers and buyers have shifted their commercial activities onto the WEB based system. Within the globalizing world economy, Turkish SMEs shall have a chance of trading more easily owing to e-trade. According to organizations like OCD and IDC, trading size, which has grown tremendously today, shall reach the size of 1,5 trillion dollars 2007 - 2008. Economical communal and social exchanges do businesses shall provide better communication in the industrial process. Every day passing without doing e-trade means lost customers.
How the case study was financed	Financed with subsidies and zero interest loans by Ministry of Industry and Technology, Istanbul Chamber of Commerce, Istanbul Chamber of Industry.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Public – private cooperation, partnerships and joint investments possible.
Internet reference (link)	http://www.laleliseenet.com/eng
Contact person	Union of Laleli Industrialists and Businessmen- LASİAD, İstanbul gumus.sefer@gmail.com



III. Advantages of Leasing as a financing source for SMEs

Place, Country, region	Turkey-Istanbul-Laleli
Main line of business/activities	SMEs form 99% of businesses in the manufacturing industry. These businesses provide about 63% of employment and 30% of surplus value. SMEs do 10% of the export. They can comply with changing economical conditions due to their flexible structures. They can overcome crisis more easily and lower costs of crisis. The most important of all they make use of Leasing.
Name	Turkish Economy Bank (Türkiye Ekonomi Bankası)
Description of the case study	The Lessee SME chooses and decides on the investment asset it needs and appeals to the leaser company. The Leaser does research which it considers necessary. Contract is signed. Assets or equipment is submitted to the lessee when selling contract is signed with the selling company. The lessee pays lease according to the amount and period defined in the contract, and at the end of the period, when all the conditions are met the contract comes to an end. Leasing is used widespread for medium range financing in inflationist economies in Turkey and all over the world.
Why the establishment is considered as best practice in its performance	This has been chosen a best practice because it provides 100% financing for investments, enterprises make investments without spending their owned resources, eases debt / receivable balance, more secure against inflation, helps make very good use of subsidies, provides VAT advantages and flexible lease payment plan is possible.
Long – term expected (main) results	Shall help increase financing offers for new investments of SMEs and lower financing costs. Provides resources for a country or companies with no need for foreign financing. Foreign capital comes to the country and businesses more securely. Provides investment and financing possibilities for manufacturing businesses. Finances investment projects as a whole. Provides financing possibilities with suitable conditions for SMEs. Makes it possible to gain tax cuts for all related expenses. Helps credit worthiness of the company grow because assets provided through leasing is not seen as a possession of it.
How the case study was financed	Leaser companies provided financing for SMEs. Turkish Economy Bank provided finance support for businesses in this respect.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Businesses have to provide public private partnerships in order to improve their investments, productions and exports.
Internet reference (link)	http://www.laleliseenet.com/eng
Contact person	Union of Laleli Industrialists and Businessmen- LASİAD, İstanbul gumus.sefer@gmail.com





IV. POWERFUL AND WEAK ASPECTS OF AUTOMOTIVE SECTOR IN TURKEY

Place, Country, region	Turkey-Istanbul-Laleli
Main line of business/activities	Automotive sector in Turkey is very powerful. It would be useful for foreign markets to know its powerful and weak aspects. Automotive sector makes use of SMEs side industry. Inexpensive cars shall increase competition in growing markets. Business variables such as investment, production, sales and marketing are main activities in the sector.
Name	Union of Automotives Industrialists - İstanbul
Description of the case study	1 million vehicles were manufactured in Turkey in 2007. Exportation amount of transportation vehicles is 10 billion \$. Side industry exportation is 5 billion \$ and the total exportation amount of automotive sector is 15\$ \$. 20% of the exportation in Turkey is exportation in automotive sector. The sector in exportation champion.
Why the establishment is considered as best practice in its performance	Competition power potential is very high. Domestic production capacity is good, well trained man power potential is high, side industry is powerful. Successful in compliance with international technical regulations. Have successful and powerful foreign partners. R&D potential is very developed. Continual investment in technology, a lot of experience in exportation.
Long – term expected (main)results	The sector is going to manufacture 2 million vehicles in 2010, shall grow its capacity by 3,5 billion dollars, spend 2 billion dollars for technology renewal, invest 3,5 billion dollars for newer models and have a total investment of 9 billion dollars. The sector shall be employing 600 thousand qualified workers.
How the case study was financed	Financing is done through subsidies provided from the state, foreign market aids, freight premium, VAT return, low interest loans and sales.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	The main and side industry shall constituted Turkey's design and manufacturing center. Global cooperation shall be done in order to increase side industry cooperation. Insurance and security administration shall be done in accordance with global competition. The sector shall develop its organization in domestic and foreign markets in order to sell its products and services, and sign agreements to form new dealerships.
Internet reference (link)	http://www.laleliseenet.com/eng
Contact person	Union of Laleli Industrialists and Businessmen- LASİAD, İstanbul gumus.sefer@gmail.com



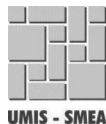
E.4. BG: UNION of SME-BG

Case studies - Best practices collected by partners

BG – Bulgaria: **UNION of SME-BG** - SMALL AND MEDIUM ENTREPRENEURS UNION – BULGARIA

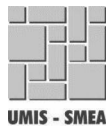
I. Creating opportunities for permanent employment in the sector of tourist services for young people having completed secondary education aged 18-24 through apprenticeship at Valor Consult Ltd., Sofia”

Place, Country, region	Bulgaria, Sofia
Main line of business/activities	Education, tourism
Name	Creating opportunities for permanent employment in the sector of tourist services for young people having completed secondary education aged 18-24 through apprenticeship at Valor Consult Ltd., Sofia”
Description of the case study	The project aims at decreasing the number of unemployed people by enhancing their ability on the selected fields. Actions that wearer taken: education, training, qualification, final examination, dissemination. The project largely contributes to the enhancement of local communities’ involvement in appropriation of EU funds.
Why the establishment is considered as best practice in its performance	New jobs have been created and full-time employment has been ensured for 10 representatives of the target groups for the project’s 6-month duration and for 9 representatives for the next six-month period; Theoretical and practical training conducted – 988 hours for 10 persons; Drafted and printed training aid, A% format, 200 pages, in colour, on coated paper, 12 copies; Concluded insurance policies, hired equipment, ensured consumables necessary for the working process; 2 information boards made; Drafted and printed presentation leaflet /A4 format, 3-folded, in colour, on coated paper, 2000 copies; Information campaign conducted; Enhanced capacity of the applying company and extended opportunities for offering of services.
Long – term expected (main)results	Project’s main goal is to enhance the employment fitness and adaptability of unemployed young people, to reduce unemployment and to increase the employment level among young people aged 18-24 as well as to enhance local communities’ involvement in appropriation of EU funds. Project’s specific goals include: <ul style="list-style-type: none"> To afford an opportunity for training and apprenticeship for 10 unemployed young people registered with the Labour Bureaus for a period of 6 months at the tour operator company Valor





	<p>Consult Ltd. ;</p> <ul style="list-style-type: none"> • Conducting of professional training and qualification enhancement in the speciality Mountain Guide for 10 beneficiaries; • Creating 10 permanent jobs for beneficiaries having been trained for 6 months within the project framework; • Enhancement of partners' opportunities to participate in EU funded projects. • Labour Bureau for the period of 6 months in a dry-cleaning store; • Creating 10 permanent jobs for the apprenticed beneficiaries – compulsory 6 months in the project's framework; • Conducting a professional training and increasing the level of qualification in the specialty "Chemical aperture of textile and chemical processing of products of them" for 5 young employees of the leading candidate; • Widening the opportunities of the partners for participation in projects financed by EU.
How the case study was financed	BG 0202.01-YI.1.15
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Public agencies and private companies cooperate to create permanent jobs for young, trained people.
Internet reference (link)	www.seenetwork.eu
Contact person	Dimitar Ivanov





II. SVS 98 Ltd.

Place, Country, region	Bulgaria
Main line of business/activities	Agriculture, broiler industry
Name	SVS 98 Ltd. DUC - guarantee for high quality chicken meat
Description of the case study	The system ensures the healthy food for chicken in order to contribute to costumers' good life quality.
Why the establishment is considered as best practice in its performance	The basis of health is healthy nutrition. It derives from the healthy food, and healthy raw material. It is very important, that the human's main nutrition – chicken – would come from a safe source.
Long – term expected (main)results	As to look and results after roast the DUC chicken is much more preferred than the farm chicken for its tendered and succulent meat. As to taste, the taste of the two types of chicken is assessed equally.
How the case study was financed	
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Public institutions support the dissemination of the theoretical and practical basis of healthy and safe food, e.g. tracing systems, etc.
Internet reference (link)	www.seenetwork.eu
Contact person	Dimitar Ivanov



III. Rational energy utilisation. Renewable Energy Project.

Place, Country, region	Bulgaria, Mogilishte village, Kavarna Municipality
Main line of business/activities	Energy utilisation
Name	Rational energy utilisation. Renewable Energy Project.
Description of the case study	In the framework of this project three wind turbines will be installed on the land plot for the Wind Energy Park (WEP). Two companies will jointly implement the investment. The wind turbines will reduce the carbon-dioxide emission and replace the non-renewable energy sources by renewable energy sources.
Why the establishment is considered as best practice in its performance	Renewable energy sources are the most important issues from the point of sustainable development. Replacement of electricity produced from conventional sources by such generated the wind helps to have clean environment, with lower carbon dioxide emission.
Long – term expected (main)results	To decrease the amount of the electricity produced by fossil fuels. To increase the amount of electricity generated by wind To contribute to the decrease of carbon dioxide emission
How the case study was financed	EBRD Energy Efficiency and Renewable Energy Credit Line Support Debt capital: 150,000 EUR (Bulgarian Post Bank) Own contribution: 37,633 EUR Project sponsor contribution: 40,244 EUR Total: 190,244 EUR
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Public and private sector cooperate to replace the conventional energy sources by renewable energy sources.
Internet reference (link)	http://www.nikenergy.com/contact_en.html
Contact person	<ul style="list-style-type: none"> • Nik Building Ltd • Sity-D Ltd



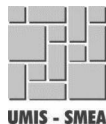
E.5. TR: YALOVA

Case studies - Best practices collected by partners

TR – Turkey: **YALOVA** - YALOVA CHAMBERS OF TRADESMEN AND CRAFTSMEN UNION

I. Project for the exchange of experiences in the field of vocational education

Place, Country, region	Turkey
Main line of business/activities	Training, business service, education, consultancy
Name	Project for the exchange of experiences in the field of vocational education
Description of the case study	The project included 5 persons involved in vocational training from Tradesmen and Craftsmen Unions that function under the Turkish Confederation. The 5 persons selected were managers and training experts from those appointed at vocational training and technology centres. The aim of the project was to increase the effectiveness of vocational training and ensure the adaptation of training, guidance and consultancy services provided at training centres by view of the example of partner countries. The general objective was to enable the development of beneficiaries in their activity areas.
Why the establishment is considered as best practice in its performance	After defining basic educational needs, the project covers life-long learning needs, enables career development with guidance and consultancy services and increases the experience and know-how of training experts and managers that function under tradesmen and craftsmen organizations in Turkey.
Long – term expected (main) results	The Project was implemented in order to define the basic educational needs of tradesmen and craftsmen, ensure life-long learning, enable career development with guidance and consultancy services and increase the experience and know-how of training experts and managers that function under tradesmen and craftsmen organizations in Turkey.
How the case study was financed	By the Turkish Confederation for Tradesmen and Craftsmen (TESK).
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	The project was implemented in cooperation with the Ministry for National Education with a life-long learning approach.
Internet reference (link)	
Contact person	Turkish Confederation for Tradesmen and Craftsmen (TESK). Tel : 0312 418 32 69 (Pbx) Fax : 0312 425 75 26 e-mail : info@tesk.org.tr .



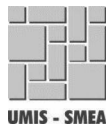


E.6. D: TCC - Case studies - Best practices collected by partners

D – German: TCC - Trier Chamber of Crafts

I. Procurement Advice Centre Rhineland-Palatinate; Service for KMU to access public tenders

Place, Country, region	Germany, federal state of Rhineland-Palatinate (NUTS I)
Main line of business/activities	Development of network and business services for public procurement
Name	Procurement Advice Centre Rhineland-Palatinate; Service for KMU to access public tenders
Description of the case study	The Auftragsberatungcentre Rheinland-Pfalz (Procurement Advice Centre, Rhineland-Palatinate), in cooperation with the local chamber of Industry and Commerce and the local Chamber of Skilled Crafts, is the central information and service centre for public procurement for this German federal state. It advises businesses and contracting bodies on all aspects of public procurement. Researching public procurement contracts: ET@P europa (Europewide) and ET@P region
Why the establishment is considered as best practice in its performance	Very well developed methodology for networking in the field of public procurement, outstanding and new services, such as partner findings, contracting, etc. This activity contributes to a Europe-wide public private partnership, and helps SMEs to access public tenders.
Long – term expected (main)results	Increasing number of countries involved. SMEs will be provided with information in the field of public procurement. enhancing business activity
How the case study was financed	Trier Chamber of Industry and Commerce, Trier Chamber of Skilled Crafts, European Union (Enterprise Europa network) and own revenues (services liable to pay costs)
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Public procurement helps companies to join public tenders and orders.
Internet reference (link)	http://www.abc-rlp.de
Contact person	IHK/Hwk-Europa- und Innovationscentre GmbH - EIC Trier, Trier Chamber of Industry and Commerce, Trier Chamber of Skilled Crafts. Mrs. Dagmar Lübeck M. A. (languages: German, English). IHK/Hwk - Auftragsberatungcentre Rheinland-Pfalz c/o EIC Trier - IHK/Hwk-Europa- und Innovationscentre GmbH; Bahnhofstr. 30-32 54292 Trier, Tel.: 0651/97567-16, Fax: 0651/97567-33,E-Mail: luebeck@abc-rlp.de





II. Lernende Region Trier e.V.” (Learning region incorporated society)

Place, Country, region	Platinat (NUTS I), Region of Trier (NUTS II)"
Main line of business/activities	Training, business service, education, consultancy
Name	“Lernende Region Trier e.V.” (Learning region incorporated society)
Description of the case study	<p>The lifelong learning promotes the more effective exhaustion of the available potential of the labour force. For this the organization has built up a service offering, which mainly includes the consulting service about individual lifelong learning. The described service is accessible in the different phases of life for all classes of society. The advisory services contains:</p> <ul style="list-style-type: none"> • Further training consultancy of training providers • Educational guidance of the chambers • Educational guidance of the work agency • Course guidance service of the university and the college. <p>For SMEs exists a regional framework for training advice of the specialists and executives with following focus:</p> <ul style="list-style-type: none"> • the training need orientates itself at long-term objectives of the enterprise and also takes into account the business management aspects of the business • integral solutions which are arranged from the training offers of different providers are selected for the enterprise.
Why the establishment is considered as best practice in its performance	Without life long learning none of the companies could exist in the long run. Recognizing this demand, the company offers not only education, but educational guidance for chambers, work agencies, etc. For SMEs the project establishes a regional framework for training advice of the specialists and executives focusing on training needs, and integral solutions.



Long – term expected (main)results	Helping regional SME and working people to organize their own further education Main task of the “Lernende Region” is the improvement of framework conditions for lifelong learning. The organization „Lernende Region Trier e.V.“ is a successful association of chambers, universities and economy, which competently and efficiently contributes for the qualification level of the labour force in the region.
How the case study was financed	German Federal Ministry of education, Trier Chamber of Industry and Commerce, Trier Chamber of Skilled Crafts and own revenues (services liable to pay costs)
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Local Chamber of Commerce and Industries and SMEs cooperate during this project.
Internet reference (link)	http://www.lernende-region-trier.de
Contact person	Trier Chamber for Industry and Commerce, Trier Chamber of Skilled Crafts, Trier Municipality, Trier University, Trier College of higher education, Trier Adult education centre. Mr. Dr. Carl-Ludwig Centner (languages: German, English), Handwerkskammer Trier, Loebstrasse 18, 54292 Trier, Tel.: 0651/207-103, Fax: 0651/207-222, E-Mail: centner@hwk-trier.de

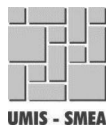


III. Local Initiative “Company founding in rural areas” (“Gründen auf dem Land”)

Place, Country, region	Germany, federal state (Land) of Rhineland-Palatinate (NUTS I), county (Landkreis) of Daun (NUTS III) and neighbouring counties in the geographical Region “Vulkaneifel” (low mountain range in the west of Germany).
Main line of business/activities	Training, education, business services, networking
Name	Local Initiative “Company founding in rural areas” (“Gründen auf dem Land”)
Description of the case study	<p>The case study presents a new way for enhancing the attractiveness of rural regions by establishing new companies, by training, by services. A whole package of activities has been set at the disposal of persons willing to take initiative.</p> <ul style="list-style-type: none"> • Awareness rising activities • Qualification seminars to fill up gaps • Trainings in entrepreneurship • Consulting activities (seminars and individual consultations) • Networking of relevant institutions and organisations in order to support company founders (regional business development agents, BRO, consultants of the Chambers, regional credit institutes, regional employment centres, marketing experts etc.)
Why the establishment is considered as best practice in its performance	The rural areas lost their population because of the better opportunities in cities, etc. The Initiative aims at initiating and supporting rural potential entrepreneurs to build up their own company in the region and improving the number of new companies, trained staff, etc.



Long – term expected (main)results	Initiating rural population to creating enterprises, establishment of a entrepreneurship-friendly environment in rural areas How the case study was financed; reference number Community Initiative “LEADER +” (until 2008) and European Agricultural Fund for Rural Development (new programming period), Federal State of Rhineland Palatinate, County Councils, non monetary contributions (services) of other organisations.
How the case study was financed	Community Initiative „Leader+ (until 2008) and European Agricultural Fund for Rural Development (new programming period) Federal State of Rhineland Palatinate, Country Counsels, non monetary of the organisations.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Rural enterprises will be established by state support. Local business development agency organised the action with support of regional business representing organisations (i.e. Trier Chamber of Crafts, Trier Chamber of Industry and Commerce).
Internet reference (link)	www.gruenden-auf-dem-land.de URL of the initiative Gründen auf dem Land (in German only)
Contact person	Europa Direct Trier, Mr. Olaf Gruppe Bahnhofstraße 30-32;D-54292 Trier; Germany Tel. +49 651 – 9 75 67 22; fax. +49 651 – 9 75 67 33 info@europadirekt-trier.de





E.7. GR: CoK - Case studies - Best practices collected by partners

GR – Greece: CoK - Chamber of Kavala

I. Organic Olive Oil Mills of Thassos Island in Greece

Place, Country, region	Greece, Thassos island, Northern Greece
Main line of business/activities	Training, business service, education, consultancy, business development.
Name	Organic Olive Oil Mills of Thassos Island in Greece
Description of the case study	<p>The Chamber of Kavala was contacted by this start-up entrepreneur in 1998. Specifically, Dr. Argyrios Tyrologos was Director of Cardiology in the Hospital of Kavala at the time and was looking to establish a new company in a remote town on the Aegean Island of Thassos that would promote the development of the area, employ persons, act as an educational and tourism promotion center, be friendly to the environment and, on a personal level, would provide for occupation for himself in his retirement and an investment for his children. Taking advantage of the olive groves in Thassos and taking into consideration the health qualities of olive oil, Dr. Tyrologos chose to produce organic olive oil, naming the product "Cardiofilo" (a friend to the heart). His total vision in 1998 was to create a manufacturing plant that would use all new and innovative technology, to create an olive and olive oil museum and a visitor center with multimedia tools for educational and training purposes and beyond olive oil, to manufacture other products related to olives such as edible olives of a special variety available only in Thassos (Throuba), olive paste, soap, etc.</p>
Why the establishment is considered as best practice in its performance	<p>The following Best Practice was selected by the Greek SEE Net Partner as an example of a successful entrepreneurial approach. The company selected, "VI.EL.THA." is an example of a company that has managed to successfully incorporate EU funding into its long term business plan. It is a good example of a company that abides by the EU body of law and the Aquis in general. Also, it is an excellent example of a company that has contributed to the economic development of the agricultural town where it is located. During the SEE Net Study Visit organized in Greece, this company was visited.</p>



<p>Long – term expected (main) results</p>	<p>The benefits for the individual company and also for the development of the area are great. Although this is a relatively new and family run company, they employ about 10 persons (full-time and seasonally), they buy organically grown olives from producers in the area and the museum is visited by schools in the winter and tourists in the summer. Their market is mainly regional, but they have also already taken advantage of the Internal Market selling to France and Germany. Their products were enthusiastically accepted in Tokyo and the company projects that in the next few years the products will be available in the U.S. and Canada. Also, the company serves as a bright example to other entrepreneurs of how a company can benefit from EU funded programmes and services.</p>
<p>How the case study was financed</p>	<p>The company was partially financed by the Greek Development Law, the Olive Museum was partially financed by Leader +, the company incorporated the results of "ImproLive" (an industrial research project) in their production techniques and participated in its own research project under "PAVE-Net" (a national R & D Programme) for creating composts out of industrial waste.</p>
<p>Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts</p>	<p>The Chamber of Kavala provided full service support for this enterprise from the first initial steps for enterprise creation in 1998 (start-up support) to advising during all development phases on sources of funding and information on business cooperation and product promotion tools.</p>
<p>Internet reference (link)</p>	<p>www.vieltha.com</p>
<p>Contact person</p>	<p>Hellenic Export Promotion Agency Vieltha Co +30 25930 71950 sales@vieltha.com</p>



II. Fisheries Research Institute

Place, Country, region	Greece, N. Peramos, Kavala, Northern Greece
Main line of business/activities	Public research institute
Name	Fisheries Research Institute
Description of the case study	<p>The Fisheries Research Institute (F.R.I) is one of the five specialized research institutes of the National Agricultural Research Foundation (N.AG.RE.F), being responsible to conduct research and to promote technological development in the fishery sector. The Institute is located 17 km away from Kavala city, at the centre of a marine area with rich fishery grounds and high biodiversity in the surrounding lagoons, lakes and rivers.</p> <p>The research activities of the F.R.I cover a wide range of fields in the marine research and applications sector. The F.R.I. participates in many research programmes (European Community and National programmes) which consist the main funding source for its research activities.</p>
Why the establishment is considered as best practice in its performance	This case study was selected because of its active involvement in promoting the interests of fisheries enterprises in the broader geographical area, given that the fisheries sector is an important mainstay of the economy.
Long – term expected (main)results	<p>N.AG.RE.F. strives for constant improvement in competitiveness of Hellenic agricultural products in the international market. Moreover, it works to symmetrically upgrade the quality of life in the Greek countryside, with the aim of reversing migration and preventing the degradation of our unique environment. Towards this end, the Fisheries Institute contributes its part.</p> <p>Greek agriculture today is mainly focused on the production of high quality, competitive, certified, labelled products produced by innovative procedures compatible with sustainable development principles. Improved quality and the resulting increase in value of Greek agricultural products will be achieved through technological innovations resulting from focused and well-coordinated agricultural research.</p>



How the case study was financed	The creation of the research institute was publically financed.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	<p>Fisheries Research Institute has the scientific and technical staff and the appropriate infrastructure to become actively involved in the sectors of Education - Training and Public Awareness. The Institute provides specialized scientists covering most fields of marine research and applications, thus ensuring a high level of training and education.</p> <p>The educational activities of FRI are mostly focused to the subjects of its research activities, as Fisheries, Fishery Biology, Coastal Ecology, Fishery Manufacturing, Biotechnology and Aquaculture. These activities concern:</p> <ul style="list-style-type: none"> • The provision of scientific information and public awareness of specialized scientists with particular interest on the research and management of marine and water resources (institute researchers, ministries scientific personnel), • The education and specialization of graduate and post-graduate students from the University departments and Technical Institutions of our country and abroad, working on fields related with marine research and production, • The vocational training and further education of professional sectors, related with the fields of fishery, aquaculture, and fish manufacturing (fishery and aquaculture co-operations, producers groups, companies), • Furthermore, FRI promotes the citizens public awareness on subjects related to fisheries and environment. To achieve this task, the Institute participates in national and international exhibitions, and takes part in the initiations of other organizations. • Finally, FRI in co-operation with EKBY has established an Information Centre concerning the coastal zone of Strymonikos and Ierissos Gulfs (Asprovalta Thessalonikis) which provides information and promotes awareness related to the Integrated Management of Coastal Zones, fishery and the marine environment.
Internet reference (link)	http://www.fishri.gr/
Contact person	<p>Fisheries Research Institute Nea Peramos Kavala 64007 Tel: +30- 25940 22691-3 Fax: +30-25940 22222 E-mail: fri@inale.gr</p>



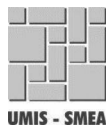


III. Special Secretariat for Public & Private Partnerships

Place, Country, region	Greece, Athens
Main line of business/activities	Government Agency
Name	Special Secretariat for Public & Private Partnerships (PPP), Hellenic Ministry of Economy and Finance
Description of the case study	<p>This case study refers to the successful creation of a special agency to promote Public Private Partnerships in Greece. The mission of the Special Secretariat is the provision of support and assistance to the Inter-Ministerial PPP Committee and to public entities, while its main tasks involve the following:</p> <ul style="list-style-type: none"> • the identification of the works or services which might be constructed or provided through Partnerships and be included under the provisions of Law 3389/2005, • the evaluation of the proposals submitted by public entities and their subsequent forwarding to the Inter-Ministerial PPP Committee for approval, • the promotion in general of the construction of works or the provision of services through the Partnership framework, • the facilitation and support of Public Entities in pursuing contract award procedures, as defined in Law 3389/2005, for the selection of Private Entities, • the monitoring of the implementation of Partnership Contracts.
Why the establishment is considered as best practice in its performance	<p>This is considered a best practice because of the success it has exhibited since its creation. Thirty four projects worth four billion Euros have already been approved since March 2006, when the PPP Interministerial Committee was established. These projects fall into different sectors of the economy ranging from education and health to port infrastructure, waste and sewage management, accommodation of public authorities and tourism.</p> <p>The main aim of the PPP Unit is to create a new market of projects and services, which will significantly contribute to the development of the Greek economy. To present, the procedures for the appointment of specialized financial, technical and legal advisors have been completed for most of the aforementioned projects. More than 100 Greek and foreign companies have participated in the respective tenders demonstrating the ardent interest of the Greek and international market in Greek PPP opportunities.</p> <p>The participation of many well-established foreign companies in the tenders of the first pilot PPP projects demonstrates the confidence in the potential of the Greek PPP market – a broad market based on a new and efficient legal framework as well as on swift and transparent procedures.</p>



<p>Long – term expected (main)results</p>	<p>Public Private Partnerships (PPPs) constitute an important reform towards the construction of public infrastructure and the provision of qualitative services to citizens. This reform will significantly contribute to the development of the Greek economy over the next years. Via the implementation of PPPs, the public sector intends to make use of the most modern means for providing services to the citizens, enhancing the existing framework of public procurement. With the implementation of PPPs, a new boost will be given to the development of the economy, prompt and efficient delivery of necessary infrastructure will be guaranteed, while more public funds will be made available for social purposes and priorities. PPPs yield important benefits for all involved stakeholders: the public sector, the country's citizens and the private sector, which now gains access to a new expanding market. This is the reason why PPPs are considered an important reform and a fundamental pillar for the development of the country.</p> <p>Through PPPs the Ministry of Economy and Finance aims to accelerate the completion of smaller and larger scale infrastructure projects with significant impact to the Greek society.</p>
<p>How the case study was financed</p>	<p>The Special Secretariat for PPPs was set up in the Ministry of Economy and Finance along with the ratification of Law 3389/2005. This Unit follows the structure and role of equivalent units in other Member States of the European Union for the promotion and implementation of PPPs.</p>
<p>Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts</p>	<p>In order to implement its objectives, the Secretariat is obliged to collaborate with partners. Specifically, the main responsibilities of the Special Secretariat for PPPs involve the following: the coordination of PPP projects that are promoted or planned by Public Entities, by seeking data related with them, the evaluation of projects that may be implemented via a PPP scheme according to the provisions of Law 3389/2005, by elaborating data or information gathered from any Public or Private entity, the elaboration of the information it receives from professional and business entities or associations, including the Greek Banking Association, the Technical Chamber of Greece, the Economic Chamber of Greece, and the Association of Contracting Companies, the study of comprehensive proposals elaborated by Public or Private Entities for the construction of works or the supply of services.</p>
<p>Internet reference (link)</p>	<p>http://www.sdit.mnec.gr/en/</p>
<p>Contact person</p>	<p>Special Secretariat for PPPs Ministry of Economy and Finance 2nd Floor, 8 Karageorgi - Servias Str., Syntagma Square, 101 80 Athens, Greece Phone +30 210 337 5750 Fax +30 210 337 5921 Email: ppp@mnec.gr</p>





E.8. HU: HASME - Case studies - Best practices collected by partners

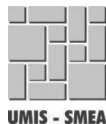
HU – Hungary: **HASME** - Hungarian Association of Small and Medium Enterprises

I. Application Bus for Interoperability In enlarged Europe SMEs

Place, Country, region	Italy, Germany, Hungary, Lithuania, Slovakia, Turkey
Main line of business/activities	Development of network and business services
Name	Application Bus for Interoperability In enlarged Europe SMEs
Description of the case study	<p>The basic goal of the ABILITIES (Application Bus for Interoperability In enlarged Europe SMEs) project is to study, design and develop a federated architecture implemented by a set of intelligent and adaptive UBL active messages (an Application Bus for EAI) and basic interoperability services, which aims at supporting SMEs EAI in e-commerce contexts, specifically in less developed Countries and less RTD intensive industrial sectors.</p> <p>In addition, ABILITIES will test and validate such technologies in real-life SMEs-driven business scenarios located in New Member States and implement:</p> <p>Collaborative business and co-operative work scenarios for small entrepreneurs (Retail and Tourism) in Lithuania;</p> <p>Business process development and interconnection for High-Tech SMEs in Slovakia;</p> <p>Mobile and ubiquitous work support in multi-customer distribution Agro-food SMEs networks in Turkey;</p> <p>XML-based interactive and adaptive e-business Document exchange (MODA-ML) for the Textile-Clothing SMEs supply chain in Romania;</p> <p>Semantic content reconciliation for Tourism SMEs in Hungary;</p>
Why the establishment is considered as best practice in its performance	<p>Because of the main innovative aspects of the project, i.e.:</p> <ul style="list-style-type: none"> • It provides for a highly professional formulation of the projected objective/s • Well organized structure of the project participants • The project operators make proof of their proper satisfaction with having launched it, although keep stating that – in their proper words – „now the real work begins!” • Hopes are high that the intended beneficiaries would soon confirm the expectations, too.



<p>Long – term expected (main)results</p>	<ol style="list-style-type: none"> 1. Orientation towards Enlarged Europe SMEs: starting from OASIS (Organization for the Advancement of Structured Information Standards) UBL 1.0 specifications (Universal Business Language), defining a generic XML interchange format for business documents to support a typical order-to-invoice procurement cycle, ABILITIES will make UBL suitable for Enlarged Europe industrial SMEs and will change, extend, and adapt UBL where necessary for this purpose; 2. Federated Architecture and Intelligent Business Documents: provide support for the architecture that ISO 14258 (International Standard prepared by Technical Committee 184) identifies as federated (on-the-fly reconciliation and mapping negotiation, as no reference meta-model can be developed), the most advanced and sophisticated solution from the ICT viewpoint, suitable for the less structured and advanced industrial cases, sectors and domains. Also in the presence of a reference meta-model for order-to-invoice business documents (UBL), ABILITIES will experiment an innovative blended architecture which could join the peculiar advantages of message-based Service Oriented Architectures and Intelligent Multi-Agent Systems, in a context where business documents become intelligent, interactive and multi-media objects; 3. Service Orchestration and Business Process support: Study and provide reconciliation between research and standards in business documents and research and standards in business process management;
<p>How the case study was financed</p>	<p>IST-027306-STR project This project is co-funded by the European Union. Rate of support: total: € 2.982.429 (EU funding: € 2.018.894, own funding: € 963.535)</p>
<p>Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts</p>	<p>Public and private partnership has been established between companies and BROs.</p>
<p>Internet reference (link)</p>	<p>http://services.txt.it/abilites, http://www.matisz.hu/abilities, http://dsd.sztaki.hu/projects/abilities/hu, www.viewzone.org/abilities, http://abilities.tuke.sk/abilities, www.innova.com.tr/ABILITIES,</p>
<p>Contact person</p>	<p>Partner TXT e-Solutions SpA (TXT), Italy, Fraunhofer Gesellschaft (FhG-IPA), Germany, Frankfurt am Main University (FRANK), Germany, Kaunas University of Technology (KTU), Lithuania, Kosice Technical University (TUKE), Slovakia, Middle East Technical University Ankara (METU), Turkey, Computer and Automation Research Institute of the Hungarian Academy of Sciences (MTA SZTAKI), Hungary, Kaunas Regional Association of SMEs (KRASME), Lithuania, Cassovia Business & Innovation Center (CASSOVIA), Slovakia, INNOVA IT Solutions (INNOVA), Turkey, S.C. FILBAC (FILBAC), Romania, Hungarian Association of Content Industry (MATISZ), Hungary Contact person:Hargiati Ferenc (secretary general, f.hargitai@matisz.hu)</p>



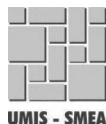


II. Environment protecting technologies in the food industry: Processing, technical diagnostics, information-technology or the life-long learning and the market-needs – real knowledge in the food sector

Place, Country, region	Hungary
Main line of business/activities	Training, business service, education, consultancy and examination of food safety.
Name	Environment protecting technologies in the food industry: Processing, technical diagnostics, information-technology or the life-long learning and the market-needs – real knowledge in the food sector.
Description of the case study	<p>The project provides in this sense for the following:</p> <ul style="list-style-type: none"> • a tailor-made approach intended to improve the skill and competitiveness of local manpower (largely unemployed and/or undereducated); • joint efforts of academic and practical experts, structured along the pooling of accumulated professional experience and new technological skill; • participant-friendly financial and organizational conditions, coupled with professional approach, attracting more than expected attendance, encouraging the very sustainability of the initiative of the organizers. <p>The main element of the training is based on informatics, because the traceability of the products “from the farm to fork” cannot be performed without computer knowledge. While preparing the training materials, the special need of those representing the older ones, i.e. more experienced but less computer educated generation will be taken in consideration.</p>
Why the establishment is considered as best practice in its performance	The continuous renewal of processing and technical diagnostics as well as the ever broadening use of information technology makes it necessary and possible that representatives of different age and education culture together attend and benefit of well structured training courses intended to pool and the same time develop their capacities to meet the up-to-date standards of environment friendly technologies in the practical use.



<p>Long – term expected (main)results</p>	<p>Improvement of the disadvantageous situation, of the manpower market value for the university degree employee; by the collaboration of universities, professional organizations and chambers, by the means of newly developed vocational training programmes.</p> <p>Formation of consortiums to improve the cooperation among universities of agronomic profile and rural, local and regional non-profit organizations.</p> <p>Enlargement of the vocational training programmes of national and especially the Hungarian Southern-Plain regions, the improvement with economic expectations, development strategies; extension of the programme on national and international level.</p> <p>Improvement of the role of university qualifications, strengthening the environment-protecting thinking and mentality, to carry on and validate the economical and EU expectations and methods.</p> <p>Creation of an intellectual, practical and empirical capital, based on the consortium partners' experiments and knowledge, using their common information and experiences, which can create a significant positive changing in the national man-powers' bases.</p>
<p>How the case study was financed</p>	<p>EU support: European Social Fund (EFS) National support: HEFOP: Operative Human Resources HEFOP 3.3.1-P.-2004-06-0086/1.0</p>
<p>Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts</p>	<p>The development of information technology is a common task of a private and public sector. This project is a good example of the cooperation of PPP.</p>
<p>Internet reference (link)</p>	<p>http://www.mk.u-szeged.hu/~femat</p>
<p>Contact person</p>	<p>University of Szeged, Department of Engineering University of Debrecen Centre of Agro-sciences Chamber of Trade and Commerce of Csongrád County Milk Product Board Poultry Product Board Animal and Meat-Product Board Association of Sweets Producers Chamber of Agriculture of Hajdú-Bihar County Bács Agro-Haus Public Benefit Company Scientific Union of the Machine Industry Contact person: Dr. Ernő Gyimes, gyimes@mk.u-szeged.hu Tel: +36 (62) 546-000</p>





III. eFarmer EDC 11221- eContent

Place, Country, region	Hungary Slovakia, Czech Republic, Poland
Main line of business/activities	Education, networking, consultancy, agriculture
Name	eFarmer - EDC 11221 eContent
Description of the case study	<p>The project's main objective was to meet a potentially massive problem, with a pair of practical steps. On the one side, the organizers have experienced that the average awareness and adjustment capacity of the majority of Hungarian small and medium sized private farmers fell short of being able to make use of the EU agricultural support system, SAP, although that was totally in contrast to reasonable expectations. On the other, the SAPS claim proved to work much too slow and ineffective, although launched formally in Hungary since 2004 already.</p> <p>The project determined first through regional surveys and questionnaires the real demand and attendance for training necessary to compensate for the backlogs mentioned, and what should be provided as practical services in the project. In fact, the interest and attendance turned out at a rate of roughly 1/3 only compared to that perceived as "potentially massive problem".</p> <p>Therefore, at the implementation stage the experts hired by the organizers preferred relying massively on the local and individual capacities and demand of the attendees, ensuring that way a high efficiency and spreading rate of the knowledge and skill provided.</p> <p>The main asset of the project relied first of all in the series of training events, Info days and hotlines, the development of a special call centre and supplementary follow up meetings organised by HASME/KKVE between January 2006 and February 2007.</p>
Why the establishment is considered as best practice in its performance	<p>The project builds cross-border services transforming public sector CAP content. This new content is derived from the following sources:</p> <ul style="list-style-type: none"> Community standard content (DG Agriculture) Country specific CAP content from V4 countries <p>Support for cross-border farmers. Example: farmers in EU country A can use CAP content and submit claim in EU country B.</p> <p>eFarmer Services = One common CAP window for an EU farmer for:</p> <ul style="list-style-type: none"> Information retrieval and Claim submission
Long – term expected (main) results	<p>Creation of a FARMER content transformation system producing up-to-date rural-aid related content services (the static use of eFARMER content),</p> <p>Introduction of a set of rural aid compilation and electronic submission web services (the dynamic use of eFARMER content),</p> <p>Demonstration of the sustainability of the business model for providing these services to target farmers</p>





	on a commercial basis through a network of representatives using eFarmer services – so called eFarmers (eFARMER demonstration).
How the case study was financed	Contract No. EDC 11221 - eContent Programme Business project Concluded with Directorate General for Information Society, European Commission on 24th December 2004 Project Consortium: 9 partners lead by Novitech Plc., Slovakia Total budget : € 3.739.711 EC contribution : € 1.899.602 reference number : EDC 11221
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Farmers and SMEs are entering into contracts and cooperate with each other and with the public institutions
Internet reference (link)	www.efarmer.hu (sk, cz, pl, hu)
Contact person	Novitech (SK) – coordinator, implementer Slovak Chamber of Agriculture and Food Industry (SK) - agro-participant Slovak University of Agriculture (SK) - academic participant Szent István University (HU) - academic participant, implementer Small and Medium Size Enterprises Union (HU) - agro-participant National Council of Agricultural Chambers (PL) - agro-participant Agriculture Chamber of the Czech Republic (CZ) – agro-participant Mendel University of Agriculture and Forestry (CZ) – academic participant <u>Contact person:</u> Kis-és Középvállalkozások Egyesülete (KKVE/ HASME), Mr. BISZTRAY György president, elnok@kkve, 36 70 453 5570

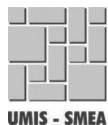


IV. ePSIPlus – summary of proposal for a PSI Thematic Network under eContentplus

Place, Country, region	Hungary
Main line of business/activities	The Hungarian Association of Content Industry (MATISZ, www.matisz.hu). It's basic objectives are to perform professional interest representation and interest protection for members operating on the field of IT content development, distribution and related infrastructure; to promote free flow of information, the eContent market and the more effective social exploitation of information; to accelerate the international economic and R&D relations of the Hungarian content industry.
Name	ePSIPlus – summary of proposal for a PSI Thematic Network under eContentplus
Description of the case study	<p>The PSI Directive is a legal instrument (at the macro economic level) designed to stimulate the internal market by introducing a general framework for the conditions governing the re-use of public sector documents. It seeks to deliver a minimum level of harmonisation to facilitate cross-border use, transparency of conditions, avoidance of the abuse of market power, non-discrimination, clear procedures and easy access to asset lists and licenses to re-use PSI.</p> <p>The ePSINet Accompanying Measure, funded under the e-Content programme (together with, ePSINet-CEE its extension to new Member States) concluded its work with a state-of-the-art update on commercial exploitation of PSI, based on the proceedings of the ePSINet Policy conference <i>Adding Value: commercial exploitation of Public Sector Information in Europe - progress check and future agenda</i> held in Athens, Greece on 14 January 2005. This provided a twelve point synopsis of key actions, which need to be undertaken in order to strengthen the impact of and build upon the framework created by the Directive on PSI re-use002E</p>
Why the establishment is considered as best practice in its performance	The work of ePSINet has identified that, in a still comparatively little considered area of interest such as PSI re-use, workshop style meetings among stakeholders are the most effective method for achieving these goals The Thematic Network will therefore base its approach on organising, with national and industrial participation, a wide-reaching set of structured meetings, carefully prepared to achieve incremental benefit and build iteratively, supported by careful analysis and preparation. This thematic work will be fed into the project's extensive 'horizontal' activities on a rolling basis so that national meetings and website content are informed by thematic activities and horizontal activities in turn feed back into the preparation of subsequent thematic activities.



Long – term expected (main)results	<ol style="list-style-type: none"> 1. Legal and regulatory progress and impact (including implementation of the Directive) 2. Public sector organisation and culture change (including compliance with the Directive) 3. Encouraging PSI re-use business 4. The financial impact of the Directive: pricing and charging (including impact on public sector costs and budget) 5. Information management, standards and data quality
How the case study was financed	eContent programme
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Commercial exploitation of Public Sector Information in Europe - progress check and future agenda held in Athens
Internet reference (link)	http://www.epsigate.org/cgi-bin/epsi_page.cgi?page=thing_5_1096_1057
Contact person	Mr. Ferenc Hargitai 'Secretary General of MATISZ' e-mail: fhargitai@matisz.hu





E.9. SLO: SMEU SLO - Case studies - Best practices collected by partners

SLO – Slovenia: SMEU-SLO - Economic association of the businessmen of small and medium enterprises

Although small and young country Slovenia overcame a big path since its independence. We are very proud of goals we have achieved and a development we have made in these past 18 years. But there are still many objectives ahead of us and lot of work to be donefor our future, for our young ones...

»The small and medium enterprises are the backbone of free market economy.« That is the sentence written in our Grant Application Form. And this is so true!

The economy today depends on small and medium entrepreneurship and also will in future. But they are facing a lot of obstacles as a lack of real influence in the economic process, legislative and policy changes. That is also because they have other business priorities as following technological and science progress as well as development, following of environmental demands and demands of domestic financial policy as far as many others. They also have to be adaptable to the micro and macro environment, concurrence, market demands, etc.

A lot of work!

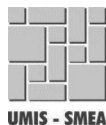
SME Union Slovenia is an organization which main goal is to follow the objective to shape Slovenian policy and legislation in a more SME friendly way and to support our member organizations all over Slovenia. As such an organization it is offering a help to micro, small and medium enterprises to solve their common problems which are related to political and financial environment. Many times the main issue is the lack of understanding about smaller economy problems.

But together we are stronger!

Our task is to collect and disseminate successful stories in fields of higher technology and IT application in business management.

So we are proud among the others to represent some of the best to you:

- **Tehnopolis d.o.o.** – Spatial and urban structure of the Tehnopolis Celje and its placing under the urban structure of the municipality of Celje
- **Ecological park Nivo** – Resting on energy points is adjustment with nature, with her energies.
- **MPI d.o.o.** – Net business incubator of Savinjska region.





I. TEHNOPOLIS L.T.D.

Structure and Layout of the Best practice Description in the E-Booklet

Place, Country, region	Celje, Slovenia, Savinjska statistical region.
Main line of business/activities	Presentation of Regional Development Agency Celje d.o.o. as the operator of the regional development of the Savinjska statistical region.
Name	Tehnopolis d.o.o. – Spatial and urban structure of the Tehnopolis Celje and its placing under the urban structure of the municipality of Celje
Description of the case study	<p>TEHNOPOLIS l.t.d.</p> <p>Regional Development Agency Celje d.o.o. is the operator of the regional development of the Savinjska statistical region. It thus represents the development company of the entire Savinjska region and what is more, it stands for the operational structure, which is able to identify the existing regional development problems, as well as solve them due to the necessary instruments at its disposal. Through the opportunities provided by the environment, the company has the ability to create new added value.</p> <p>Besides the projects of the wider region, this investment portal focuses particularly on presenting the Tehnopolis project and some other domains related to RRA's organisational model:</p> <ul style="list-style-type: none"> • Economic and technological infrastructure; • Entrepreneurship and technological development; • Human resources; • Tourism, cultural heritage and rural development; • Ecology and environmental infrastructure. <p>The priority project of the Savinjska region is creating a technological city which will establish the technological development structure and the structure enhancing the human capital of the region. Throughout the procedures of the preparatory project, fundamental design concepts as well as substantive concepts of the seven sub-programmes of the comprehensive, integral, and multi-disciplinary project called Tehnopolis Celje will be established.</p> <p>The technological park of Celje is a substantive sub-programme of the comprehensive fundamental project of Tehnopolis Celje that includes 7 basic sub-programmes: .</p> <ul style="list-style-type: none"> • On the surface area of 170.000 square metres of the technological city, the technological park will be placed. The latter will comprise of twelve buildings standing on 50.170 square metres and will house several technological companies, development institutions, technological centres and will therefore become a Slovenian as well as European centre of knowledge. • The Technological park of Celje will include technological companies and development institutions that will, together with the international university of Celje, represent the basic development and



	<p>innovative infrastructure accelerating not only the progress of the Savinjska region, but also of the eastern cohesion region. The park will serve as the foundation for the possible transfer of the technologies and the know-how to the south-eastern parts of Europe in the future.</p> <p>More about Tehnopolis and regional agency you can find on web address: http://www.tehnopolis.si/</p>
Why the establishment is considered as best practice in its performance	Regional Development Agency Celje d.o.o. is the operator of the regional development of the Savinjska statistical region. It thus represents the development company of the entire Savinjska region and what is more, it stands for the operational structure, which is able to identify the existing regional development problems, as well as solve them due to the necessary instruments at its disposal.
Long – term expected (main)results	The priority project of the Savinjska region is creating a technological city which will establish the technological development structure and the structure enhancing the human capital of the region.
How the case study was financed	Reference number : 2111-06-1121-SH The first building was part-financed by European Union (European regional development fund).
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Tehnopolis Celje was established by Regional development agency, which was established by local self-government (proposer was by government of the Republic of Slovenia)
Internet reference (link)	http://www.tehnopolis.si/
Contact person	Regionalna razvojna agencija celje (Regional development agency Celje), Rits d.o.o.Celje, Emo orodjarna d.o.o. Contact person: Urška Čater, E-post: info@rra-celje.si

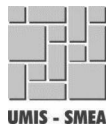


II. Bio park Nivo – NIVO, construction and ecology, d.d., Celje

Place, Country, region	Celje, Slovenia, Savinjska statistical region
Main line of business/activities	An idea how to change waste land into Bio park is simply incredibly. Nivo d.d. was initiator of that idea. It took a lot of courage and persistence, as well as money sources. Today Bio park is story of success.
Name	Ecological park Nivo – Resting on energy points is adjustment with nature, with her energies.
Description of the case study	<p>Bio park Nivo – NIVO, construction and ecology, d.d., Celje</p> <p>Our health and feelings do not depend only on physical condition of our body, but also emotional, mental and energy condition. Tablets, capsules, drops, injections and similar suppress disease symptoms; but the way to the proper health in a sense of balancing is long.</p> <p>In order for the body to recover energetically a lot of sleeping and resting is needed.</p> <p>With a help of Kirlian camera we can see in what energy condition is our body. It shows us our aura. From that point of view we still do not know a lot about our body, how we can effectively influence the energy body, that we could balance it with the rest of our body and assure the best feeling and health. We can effect our body with fasting, meditation, with walks in the nature, with embracing trees...</p> <p>The simplest way of strengthening and balancing energy body with the rest of the body is capturing natural energy from the energy points. Ancient ancestors knew how to listen to the nature. Places for residences, above all for temples, were carefully chosen. Later on materialistic comprehension of the world identified a human being as a machine that works according to mechanical principles. Above all humans of the western civilization were estranged from nature. Only in the last century consciousness that human being is part of the nature and can not function without it is coming into the forefront again.</p> <p>Resting on energy points is adjustment with nature, with her energies. Without them our health is not complete. Life in modern apartments and working areas is making basic connections with energies impossible. Modern information and telecommunication technologies are also imposing foreign information, that body resists and uses a lot of energy for it. Body is weakening. If there is a chance, we can strengthen and balance our body in nature. We should choose those energy radiations that our body lacks.</p> <p>That kind of radiation is available at energy points that nature itself offers.</p> <p>More about Bio park: http://www.nivo.si/eko/en/230</p> <p>Film Presentation of Bio park Nivo</p>
Why the establishment is considered as best practice in its performance	Bio park Nivo is case where successfully met entrepreneurship and care for the environment. Even more Bio Park started to grow and develop from waste land to its special place as a land of peace ...Resting on energy points is adjustment with nature, with her energies. Without them our health is not complete. Life in modern apartments and working areas is making basic connections with energies impossible.



Long – term expected (main) results	It's about long term influence on environment. We have really great anticipations on the field of wider public environment and health, both physical and psychic. Also we expect other successful companies to take this project as a model how to cooperate with environment.
How the case study was financed	PHARE 2003 – Economic and social cohesion, Scientific and technological enterprise incubators on universities with project Network spin-off incubator of University in Maribor, and he also succeeded on invitation for tenders. Public Agency of the Republic of Slovenia for Entrepreneurship and Foreign Investments – JAPTI. The Public Fund of Republic of Slovenia for Entrepreneurship or shortly The Slovene Enterprise Fund. Own Investments.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Public – private partnership. Municipality Zalec, Development Agency Savinja, company NIVO EKO, Institute for tourism Zalec.
Internet reference (link)	http://www.nivo.si/eko/en/230
Contact person	NIVO d.d. Contact person: Janez Štusej, Telephone (GSM) +386 (0)41 599 959, Telefax +386 (0)3 4224239, E-mail janez.stusej@nivo.si , Address: Lava 11, pp. 428, SI- 3000 Celje





III. NET BUSINESS INCUBATOR OF SAVINJSKA REGION – NET BUSINESS SPIN-OFF INCUBATOR OF UNIVERSITY OF MARIBOR – PRIVATE INSTITUTE

Place, Country, region	Celje, Slovenia, Savinjska statistical region
Main line of business/activities	Net business incubator of Savinjska region is an institution of innovative environment, which represents environment with infrastructural conditions for the beginning of operations of new companies and provides consulting services for the project groups and entrepreneurs-beginners.
Name	MPI d.o.o. – Net business incubator of Savinjska region
Description of the case study	<p>Incubator is a part of technological support environment of RITS (Development, innovative and technological centre of Savinjska region) and of Tehnopolis Celje, which is a habitat of innovation and entrepreneurship in Savinjska region.</p> <p>Net business incubator of Savinjska region is an institution of innovative environment, which represents environment with infrastructural conditions for the beginning of operations of new companies and provides consulting services for the project groups and entrepreneurs-beginners. The business incubator does not provide only the physical infrastructure and consulting services for the included companies, but also knowledge, service network, experiences and stimulative business environment, because the entrepreneurs seek more than just business facilities.</p> <p>Vision: To contribute</p> <ol style="list-style-type: none"> to the concrete share to the establishment of new enterprises and to the restructured development of the existing enterprises, to entrepreneurial orientation of the inhabitants of the Savinjska region, to enable them higher degree of welfare. <p>Mission:</p> <p>The creation of the supporting innovative environment for the development, start-up and growth of the new high-tech enterprises, which are a product of the research results of the entrepreneurs, students, professors, academic researchers, innovators and successful entrepreneurs, and to make fundamental move between the unlinked academic-research sphere and the economy.</p> <p>Business incubator currently includes 32 incubated companies.</p> <p>With project of establishment Network spin-off incubator of University Maribor, were wishing to make basic and necessary move between academically-scientific sphere and economy in Slovenia, to establish structure and system, that he will be allowing transfer of created knowledge on universities to practice and occurring of new technological companies. Main goal will be ensured in this way – this is establishment of network university incubator behind Eastern Slovenia and his operating activity. So this is the first phase of development of construction of complete innovative structure for flux of knowledge from universities to economy and beginning of technological restricting of fewer developed regions in Slovenia. Network spin-off incubator of University Maribor was in predominant degree (88%) financed from means of programme PHARE 2003 – Economically Social Cohension, Scientific and technological enterprise incubators on universities SI 2003/2004-938-16, alone institute assured 12% assessments of common necessary means. With conclusion of contract concerning donation No. 7175103-03-04-0001 wear to Network business incubator of Savinjska region from the Ministry of the Economy assigned means in height 623.333,04 EUR, from this 75% of means of programme Phare and 25% of means of own participation.</p> <p>On the 05.08.2005 between Network business incubator of Savinjska region and University in Maribor occurred of signature Agreement concerning long-term cooperation on field of development and of activity of mechanisms for transfer of novelty from</p>





	University in Maribor to economy and enterprise practice. This agreement means origin of founding of university incubator actually inside network enterprise incubator of Savinjska region. Holders of enterprise ideal are from university in Maribor in programme of university incubator (students and professors), enterprise groups (of students and of professors), or individual businessmen with doctoral name, that they are developing their products in cooperation with university in Maribor. Network university spin-off incubator of University in Maribor covers 32 municipalities of Savinjska region.
Why the establishment is considered as best practice in its performance	The purpose of the Net spin-off incubator of the University of Maribor is the establishment of the technological and invention infrastructure for the technological breakthrough of the Slovenian less-developed regions. With the construction and establishment of the network system of the science sphere (universities), R&D institutions, technological infrastructure and companies for the faster development of less-developed regions of Eastern Slovenia. Net spin-off incubator of the University of Maribor is based on the initiative of scientific and technical knowledge. The inter-relationship between the institutions of knowledge, private and public institutions and partners is of vital importance for the accomplishment of these aims. Net spin-off incubator of the University of Maribor is a) the development of the entrepreneurial orientation of the students already in the time of their education and the establishment of the structure and system which will enable transfer of creative knowledge form universities into the practice; b) the upgrade of the research results of the students and employees of the University in Maribor, c) the initiation of new technological companies.
Long – term expected (main)results	To contribute to the concrete share to the establishment of new enterprises and to the restructured development of the existing enterprises, to entrepreneurial orientation of the inhabitants of the Savinjska region.
How the case study was financed	PHARE 2003 – Economic and social cohesion, Scientific and technological enterprise entrepreneurial incubator on a national level in the Republic of Slovenia with the project draft outline project Network Mrežni spin-off incubator of University of Maribor Maribor, Public Agency of the Republic of Slovenia for Entrepreneurship and Foreign Investments – JAPTI. The Public Fund of Republic of Slovenia for Entrepreneurship or shortly The Slovene Enterprise Fund. Own Investments. On 21st of November 2005 was signed “Contract concerning donation –outside project EU_ num. 7175103-03-04-00001.
Role of support and cooperation with BROs, public-private partnerships, appliance of public legal contracts	Net business incubator of Savinjska region is an institution of innovative environment, which represents environment with infrastructural conditions for the beginning of operations of new companies and provides consulting services for the project groups and entrepreneurs-beginners.
Internet reference (link)	www.mpi-celje.si
Contact person	RRA (Regional development agency), Tehnopolis d.o.o., Rits d.o.o., ZE ER d.o.o. Contact person: Tina Naglič; tina.naglic@inkubator-celje.si



F. Experts lists





The SEE Net project aim is helping SME and BROs to implement the *acquis communautaire* in their companies respectively regions. With the compilation of best practice in this volume, the partners can only give a few examples for the vast field of possible themes and subjects connected with the implementation of the *acquis communautaire*. Just to mention a number: experts agree that in the EU member states, around 80 % - and some say even more - of national legislation is to be directly or indirectly attributed to EU law.

The transfer from the theory of a legal framework to the practice of implementation of legislation in companies and regions of the newest member states of the EU respectively into practice in the candidate countries is a steadily developing task. Nevertheless, every country has to find its own ways of implementing the *acquis communautaire* in its national and regional contexts, it is always helpful to profit from the experiences made in other member states.

In order to support such activities in the newest member states and the candidate countries, the partners of the South East European Business Network decided to offers an information service about institutions and contact persons having experience with the implementation of the *acquis communautaire* in the participating countries, i.e. Greece, Germany, Hungary and Slovenia.

As all partners are members of regional and national business and business representing networks, they know about relevant activities and actors in their regions respectively countries.

Interested persons should first look at the best practice section of the See Net website www.seenetwork.eu where a non exhaustive first list of contacts in the See Net partner countries is available.

In a second step, contact to the SEE net partner of the own country should be established in order to discuss the request in detail. He partner will forward a question or a search for experts to the relevant partners in the other member states. The partners will either directly deliver the requested information or- in case that the information is not available on the spot- search for the relevant contacts.

The partners are listed on the website:

BG: NASMB	http://www.nasmb-bg.org , http://www.seenetwork.eu
CR: UMIS SMEA	http://www.umis-smea.hr
RO: UNPR	http://www.unpr.ro
TR: LASIAD	http://www.laleliseenet.com/eng
BG: UNION of SME-BG	http://www.smeunion-bg.org
TR: YALOVA	http://www.yalova77.com/077/anasayfa
D: TCC	http://www.hwk-trier.de
GR: CoK	http://www.chamberofkavala.gr/
HU: HASME	http://www.kkve.hu/
SLO: SMEU SLO	http://www.sme-union.si/sl/konference/konference-2/

